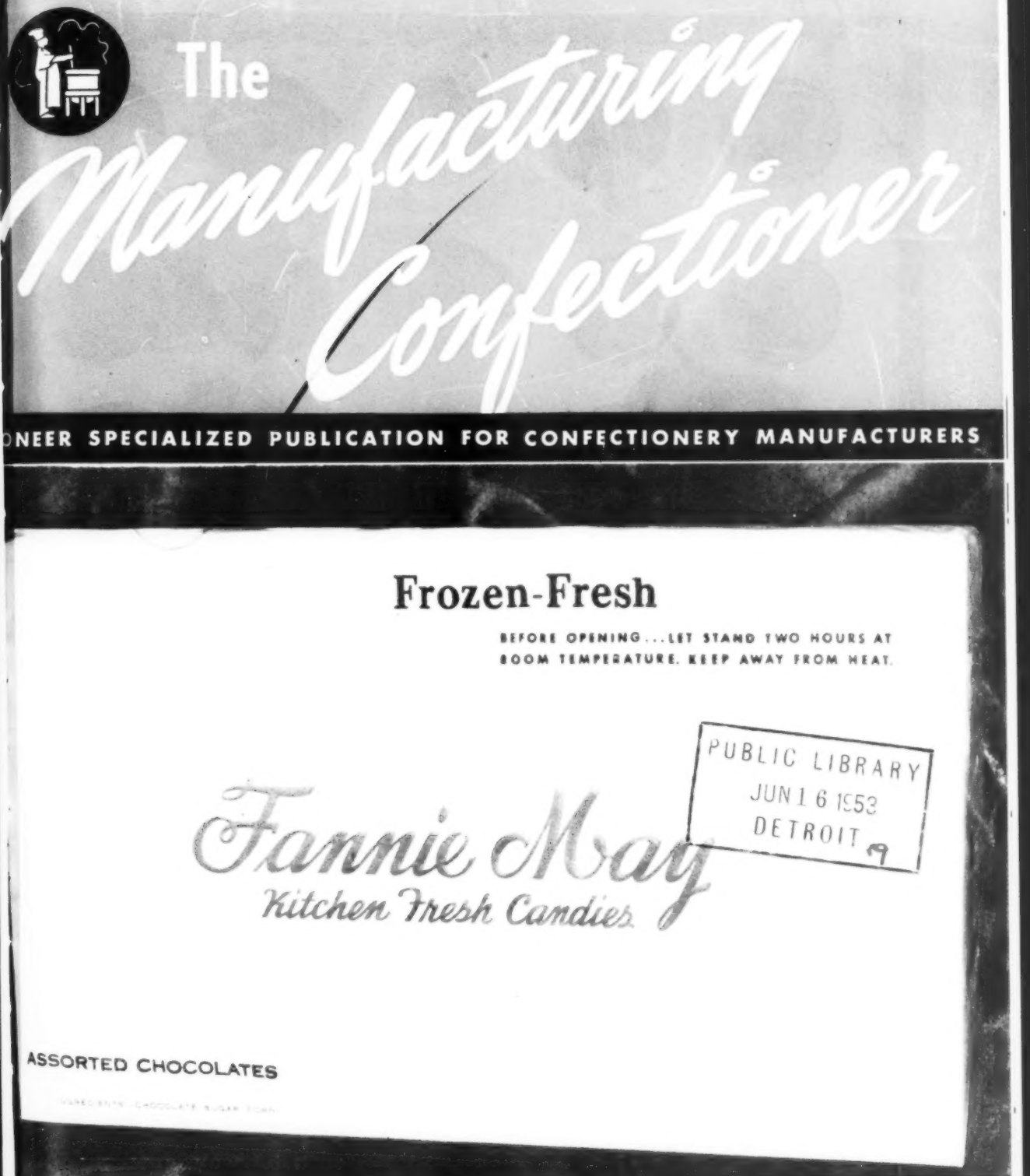
CHNOLOGY DEPT.

The Manufacturing Confectioner

ONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS


Frozen-Fresh
BEFORE OPENING...LET STAND TWO HOURS AT ROOM TEMPERATURE. KEEP AWAY FROM HEAT.
Fannie May
Kitchen Fresh Candies
ASSORTED CHOCOLATES

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1953

Selling Frozen Candy
NCA Convention Program
Proceedings at Lehigh
Testing Folding Cartons

Buying coffee?

Save fifteen cents on every dollar you spend!

You get 100% flavor strength, yet pay 15% less! AMERICAFE is the first instantly soluble coffee powder that actually gives your candies a new, unique and richer coffee flavor. There's a big market waiting for a deep-down, coffee-flavored candy. Capture it with AMERICAFE! Make up a trial batch. Test it for taste . . . for cost. Prove to yourself it's the brand new coffee flavor folks favor. Rush coupon for trial order!

Americafe Instantly Soluble Coffee

AMERICAN FOOD LABORATORIES, Inc.

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3968 North Mission Road, Los Angeles, Calif.

Philadelphia • Baltimore • Detroit • Chicago • San Francisco

American Food Laboratories, Inc.
860 Atlantic Ave., B'klyn 17, N. Y.

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for June.

Lovely Lemon

♥ Some lemons are lemons, but Alva lemon is lovely. Alva Lemon flavors are especially developed for every confectionary use and are unusual in their ability to retain the delicate tang and freshness of the fruit throughout processing and shelf life.

Write for a sample and we will send a flavor that gives "lovely" lemon taste.

VAN AMERINGEN-HAEBLER, INC.
521 WEST 57th STREET
NEW YORK 19, NEW YORK

I'M YOUR CUSTOMER! . . .

. . . . And there are millions of others like me.
I spend 90% of my income on your product . . . .
whether I get 5¢ a day or 5¢ a week,
most of it goes for candy!
And you know what I like best about candy?
I like its *taste* . . . . Gee, how I like its taste!
. . . . Well, that's typical of millions —
yes, millions! — of small-fry customers.
Of course, when they grow up
they'll like candy for other reasons . . . .
smoothness of texture, attractive appearance, etc . . . .
but still *primarily* for its flavor.
And that's why choice of flavor
should be your first manufacturing consideration
and why your *first choice of flavor*
should be FRITZSCHE'S . . . .
A FIRST NAME IN FLAVORS SINCE 1871.

FRITZSCHE *Established* 1871
Brothers, Inc.

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The Manufacturing Confectioner

JUNE **1953**
Vol. XXXIII **No. 6**

Edited and Published in Chicago
The Candy Manufacturing Center of the World

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COVER: This is the package that Fannie May is distributing through its wholesale accounts. See the story on page 19

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P. W. ALLURED—Publisher STANLEY ALLURED—Editor
JAMES ALLURED—Eastern Manager WESLEY CHILDS—Technical Editor
ALLEN ALLURED—Sales Manager M. G. READE—English Representative

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All business is specialized

. . . and nothing specializes on the candy business like The Manufacturing Confectioner

This bright bird specializes. He picks out the cold customer who's a hot prospect. And it pays! Specializing pays in the candy business too . . . most of all when you're looking for data on new products, new ways of doing business. That's why The Manufacturing Confectioner is so vital. It specializes on your business—scouts for facts you need to solve your specific problems. Like all the best informed people in the candy business, you'll find you always keep a step ahead when you read . . . clip . . . use every issue.

NEXT ISSUE you'll be reading about . . .

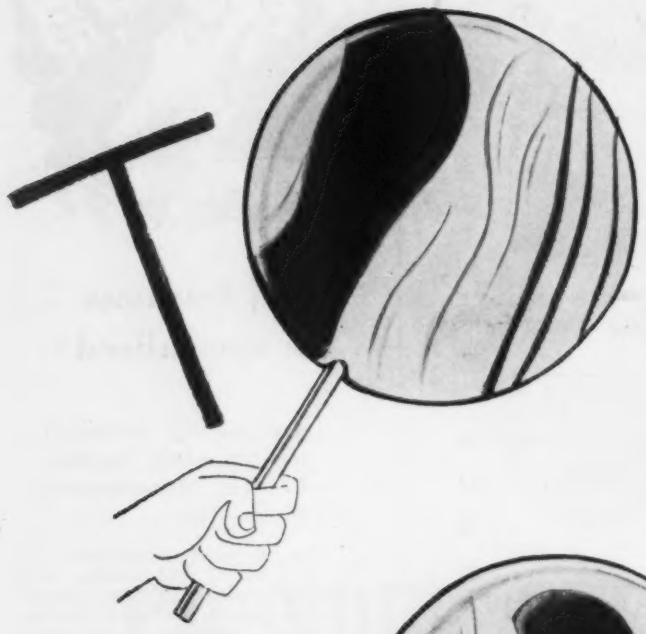
SUGAR INVERSION

Dr. Rudolph Heiss, head of the Institute of Food and Packaging Technology, University of Munich, Munich, Germany, gives some research data concerning the practical problems of sugar inversion during cooking. The theoretical calculations are explained, and then practical examples are taken to show the methods used. This article is a fine example of the value of practical research, and should be read by every production executive.

NCA CONVENTION

For those who could not attend the convention, we will give a complete report of the meetings, and talks. There will also be a report on the exhibition, with news on the new machinery, ingredients, and packaging materials shown.

TOPS IN POPS



"MM&R MAKES OUR BIG SUCKER A BIG SELLER"... says P. J. Jamra
A-Z Candy Company
Detroit, Michigan

"Thanks to MM&R's Mohawk Peppermint Oil, our all-day sucker is an all-year seller—one of the fastest-selling novelty pops in the country.

"We've been using Mohawk Peppermint Oil for years. We know it is tops in purity and concentration yet modest in cost. We know, too, that kids really go for its cool, refreshing peppermint flavor and come back for more."

In fact, Mohawk Peppermint Oil and *all* the famous MAGNA Flavors have a reputation as great kiddie-pleasers. Won't you let us help you to bigger candy sales... lower flavoring costs? Write for full information or contact your MM&R representative—the "MAGNA man."

M&R MAGNA

Magnus, Mabee & Reynard, inc.

Since 1895 **ONE OF THE WORLD'S GREATEST SUPPLIERS OF ESSENTIAL OILS**

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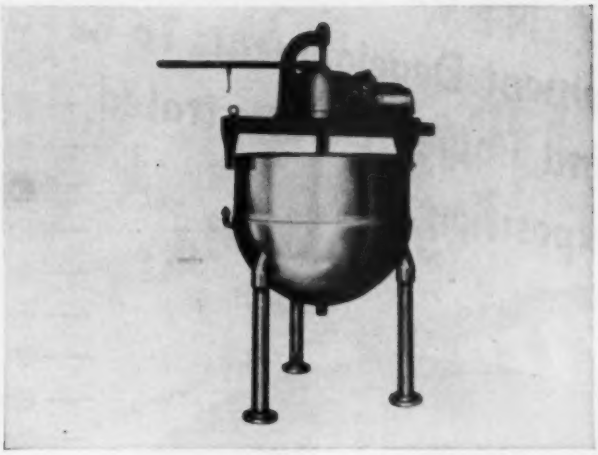
SAVAGE A-B GUM MIXING KETTLE

Model C-3



The Model C-3 Savage A-B Gum Mixing Kettle is a perfect cooker and mixer for Gum Drops and other Gum Candies. It will also cook and mix other batches that are susceptible to being drawn off or pumped.

The cut shows a Stainless Steel Steam Jacketed Kettle mounted on carbon steel legs. Stainless Kettles can be constructed for 100 lbs., 125 lbs. or 150 lbs. working steam pressure. Copper Steam Jacketed Kettle can be supplied if preferred for 100 lbs., 110 lbs. or 125 lbs. working steam pressure, but with band iron stand.

It is of substantial construction and features direct motor drive with gear head motor. A double action agitator is provided, made of heavy cast iron galvanized and fitted with torsion spring brass scrapers to prevent scorching of batches. The bevel gears are heavy cast iron for long life and properly guarded. A lever attachment is provided for raising agitator to facilitate quick withdrawal of batch and cleaning. The square tubular steel vertical driving shaft with bronze bushings eliminates binding when raising agitator. A special plug cut-off is provided and this eliminates uncooked product in the draw-off nipple.

Fabricated Stainless Steel Agitator can be supplied if desired; also agitator constructed so that a stem thermometer can be used.

Manufactured in sizes from 30 gallon to 250 gallon capacity.

See Laboratory Revolving Pan Booth A Confectionery Industries Exposition

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JUNE 16, 17, 18

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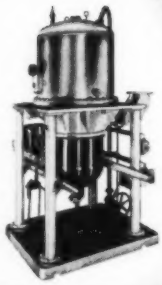
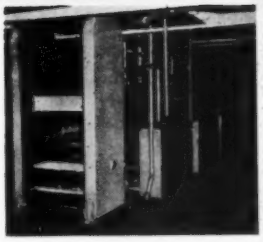
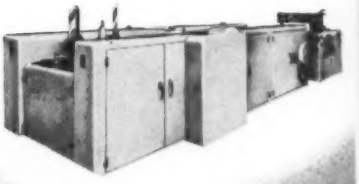


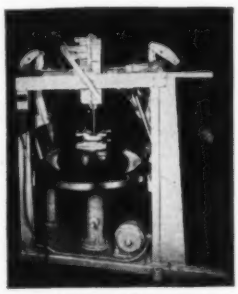
National
High Production
High Gloss
Continuous
Hard Candy
Vacuum Cooker



New National CHICKEN CORN MOGUL
With 3 D-100 Depositors and
3 Quadruple 60 Row Pump Bars



All New — All Steel — Heavy Duty
National Mogul Model M-100



New National Cleanlined
Hard Candy Batch Mixer

YOUR PLANT DESERVES THE BEST!

TESTED AND PROVEN DEPENDABILITY

- Increased Production
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- New advanced time and labor saving features
- Highest sanitary standards
- Highest quality merchandise

When you buy National Equipment, you're buying the best . . . the best in experience . . . the best in production performance!

Satisfied users of National Equipment such as D. L. Clark Co., Barton's, Inc., Mason, Au & Magenheimer, Chase Candy Co. (and many others too numerous to list) will tell you how these miracle machines pay for themselves. We can refer you to manufacturers in your vicinity for actual production data and possible inspection.

Now is the time to buy! Order now for prompt deliveries.
Write Today for Full Details and Quotations.

National Equipment Corporation

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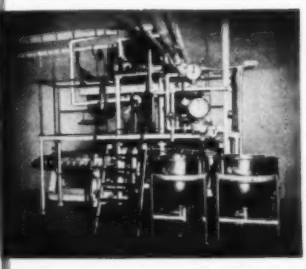
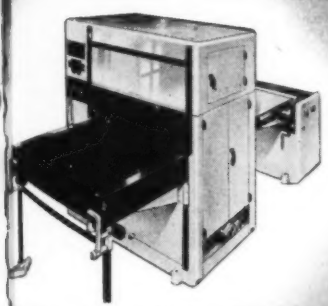
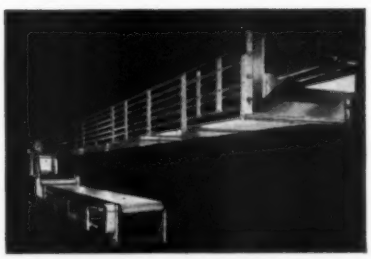


New National High Production
Fondant Cooler and Beater

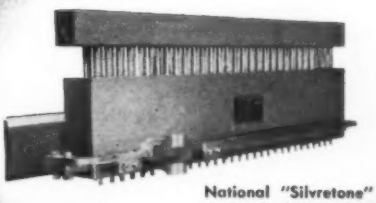


ional Sanitary High Gloss Enrober
de in 24", 34", 42" and 48" sizes

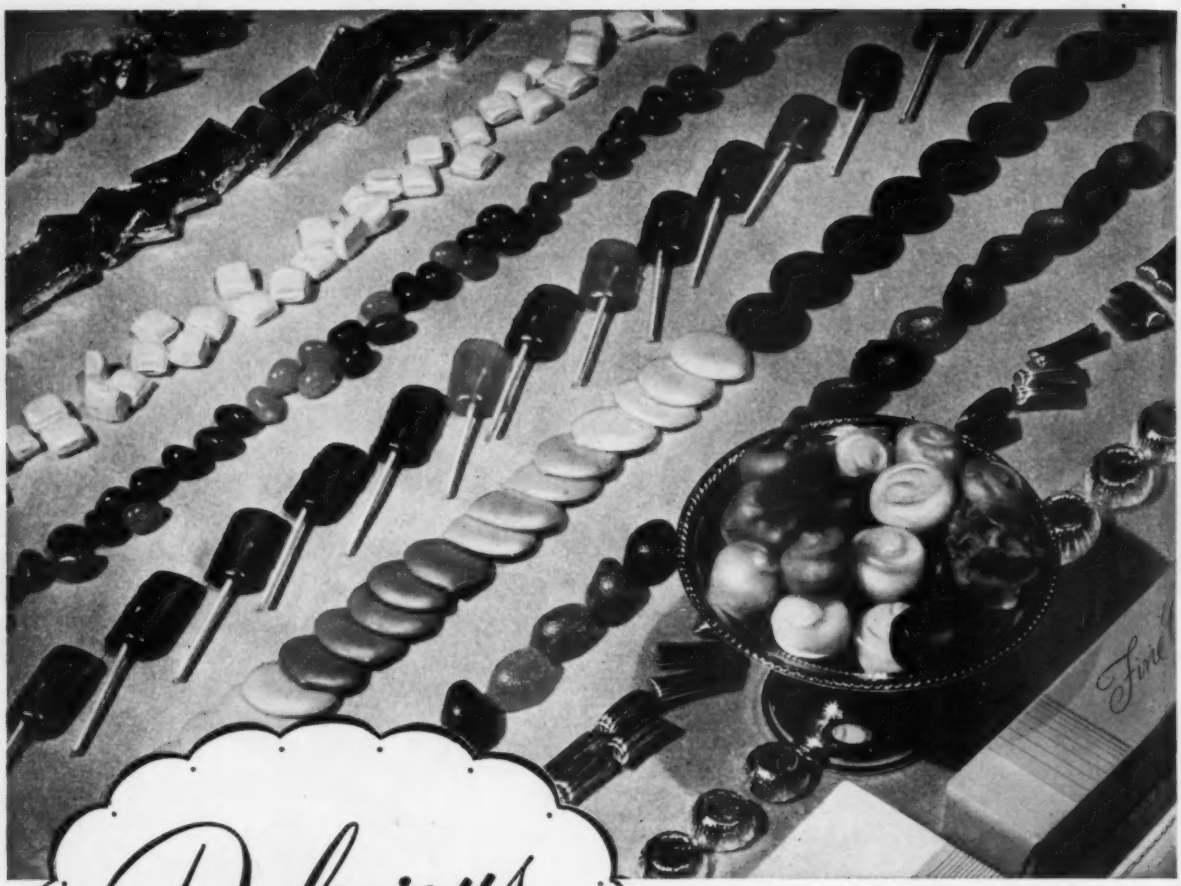
National Cooler and Packer
Finest Quality
Maximum Production
Highest Gloss



National Automatic Multiple Tier
Cooler and Packer



National "Silvretone"
Hydro-Seal Pump Bar



Delicious...

with flo-sweet LIQUID SUGAR

The confectioner has come a long way in the past twenty-five years . . . a long way in terms of increasing variety, improving packaging, and especially in perfecting candies of superior quality and finer flavor.

Refined Syrups, by constantly improving the purity of liquid sugar, is helping progressive candy makers enhance the flavor and safeguard the quality of their products. At the same time liquid sugar enables the confectioner to achieve new manufacturing standards of sanitation and convenience. Flo-Sweet liquid sugar can be tailored to your specialized needs, and can now be preheated to reduce boiling time. The confectioner whose trade deserves the very finest *stays* one step ahead . . . with Flo-Sweet.

Remember—no other refinery has Flo-Sweet's years of liquid sugar "know-how" . . . all yours for the asking!

flo-sweet

first in liquid sugar

REFINED SYRUPS & SUGARS, INC.

IT'S NOT A MATTER OF *Luck...*

- CITRUS OILS
- TERPENELESS OILS
- AROMATICS
- ESSENTIAL OILS
- BASIC FLAVOR NOTES
- VANILLAS

The success of our products has come from laborious, meticulous laboratory development, followed by time-tested application by all types of flavor users.

Build your business with...

- The true uniformity and superb quality of Felton's essential oils, basic flavoring materials and vanillas.
- The fully characteristic notes of Felton's fine aromatics.

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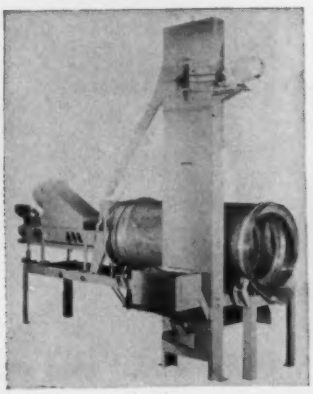
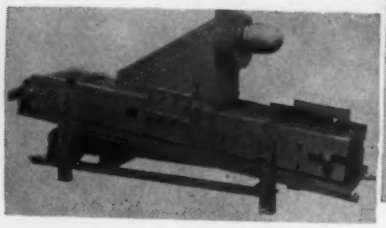
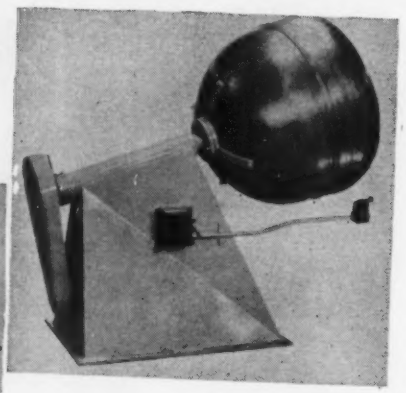
LATINI LABOR-SAVING EQUIPMENT



SAND YOUR GOODS, THE LATINI WAY!



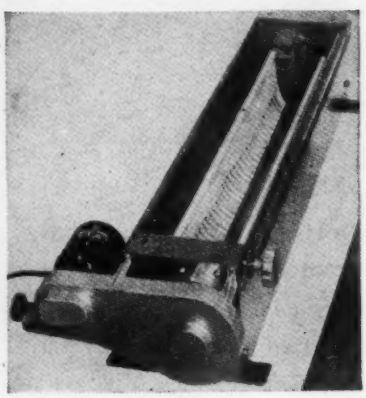


THE LATINI SANDER AND SUPPLEMENTARY STEAMER.

Guaranteed to properly sand the full output of a mogul!
Enlarged steaming chamber.
Non-corrosive metals wherever steam and sugar meet.
Supplementary steaming brings out the natural brilliance of sugar crystals and forms a protective film simulating crystallized candies.

LATINI REVOLVING PAN

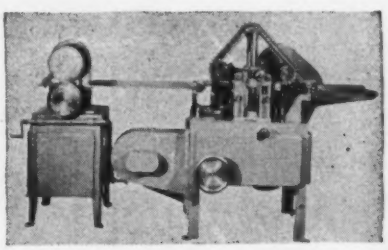
Unusual Bowl shape permits 10 to 15% larger charges, alone paying for pan in a short time. Sanitary and sturdily built for a long silent life.



LATINI DECORATOR

Saves Labor—eliminates from 2 to 6 strokers per enrober.

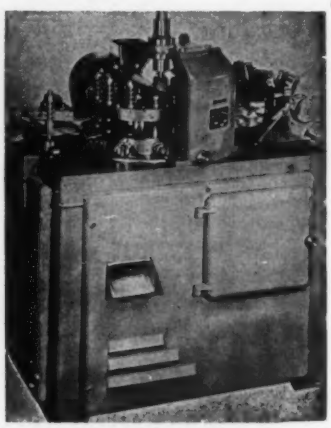
Versatile—variable speed drive, elevation control and 3 sets of decorating belts make a wide variety of markings.



LATINI PLASTIC MACHINE

The most productive plastic machine built today!!!
Productive speeds up to 150 feet per minute.
Actual Production Figures:
Filled raspberries—1,200 lbs. per hr.
Solid goods—1,500 lbs. per hr.
Pulled candies—900 lbs. per hr.
Utilize your manpower with truly efficient equipment.

Also available Chocolate Spraying System, Chocolate Pumping Systems and Tempering Systems.



LATINI DIE POP

200 perfect pops per minute with no scrap.
Interchangeable dies.
25% split-second weight control with every set of dies.
Wood or paper sticks.

Representatives will be in attendance at Booth "C" at the NCA Exhibition.

Chocolate Spraying Co., Inc. **CHICAGO, ILL.**

Representative:

John Sheffman, Inc.

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MADE TO MELT IN THE MOUTH

...not before!

DREW'S WECOBEE BRAND PANNED VEGETABLE FAT will enable you to produce firm, appetizing coatings, fillings and icings that resist melt-down or sticking to cellophane in hot weather. Wecobee Fats give coatings bloom resistant qualities. Available in four types with melting points from approximately 90° to 117° F.

Write for full information on how DREW WECOBEE "HARD BUTTERS" can give your products a cool, "melt-in-the-mouth" taste, greater eye appeal, and longer shelf life.

EDIBLE PRODUCTS DIVISION

E. F. DREW & CO., Inc.

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DREW PRODUCTS

You never tasted Better Raspberry

Sherbets and ices, cordials and liqueurs, cream centers and fondants... the TRUE flavor of ripe, fresh RASPBERRY is a tempting treat in any confection. From our new line of Genuine Fruit Extracts D&O proudly presents DOGEN RASPBERRY. Highly concentrated, always uniform in quality and strength, no added colors or flavors, Dogen Raspberry is your guarantee of "flavor that holds its audience". Ask your D&O representative for further details—or write for trial quantities of Dogen Raspberry and other Dogen Flavors.

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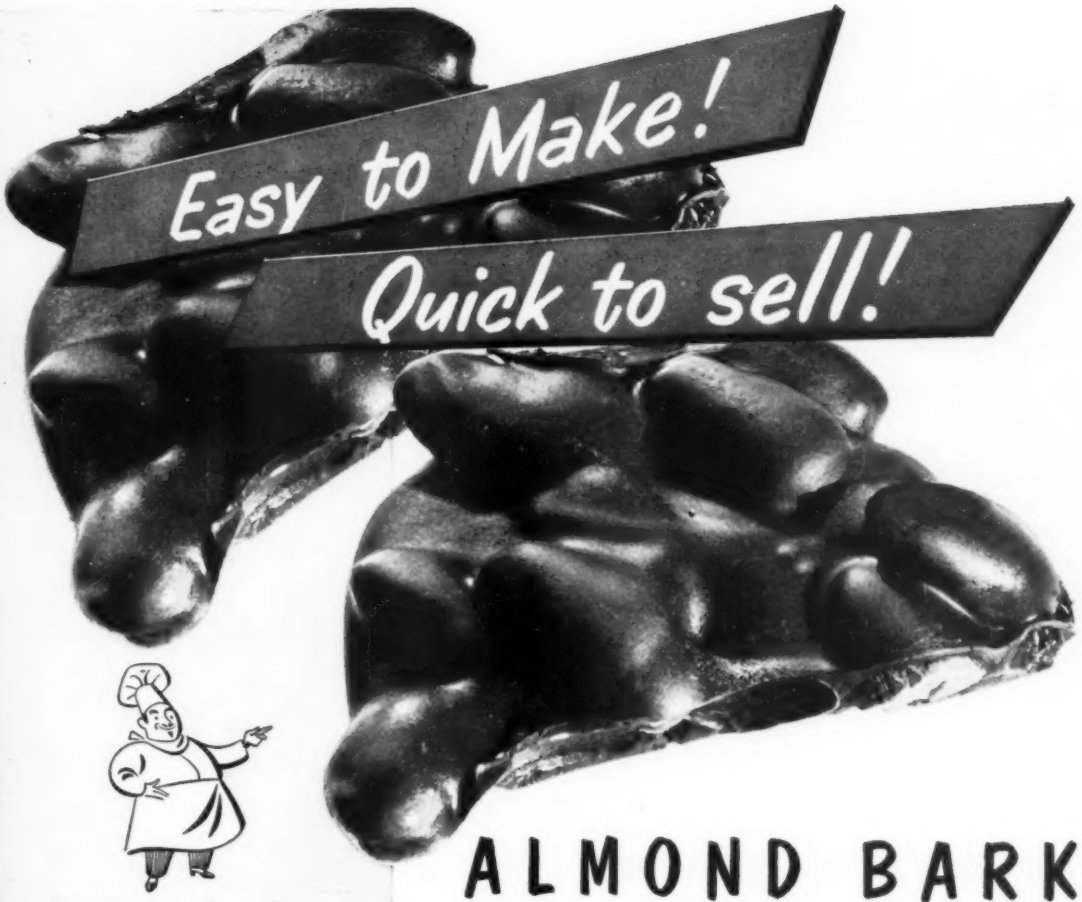


ALMOND BARK

MADE WITH BLUE DIAMOND ALMONDS

There's something about the combination of crisp, crunchy almonds with chocolate that makes it a favorite everywhere. Leading candy makers know it . . . like they know the advantage of using Blue Diamond Almonds. These are the almonds that are double-sorted . . . by "electric eye" *and* by hand . . . uniformly size-graded . . . and free from bitters, dust, or foreign particles. Their dependable quality minimizes handling costs in your plant. So let's talk almonds, Blue Diamond Almonds. *Let's talk about selling more candy.*

FREE FORMULA BOOKLET. Write for current favorable prices, for samples and 16-page booklet of favorite candy formulas.

Here's your formula

15 pounds Vanilla Chocolate Coating
5 pounds Milk Chocolate Coating
10 pounds Roasted Almonds, whole-and-broken grade

Melt the chocolate coatings, avoiding heating the coatings above 120° F. Gradually reduce the temperature to 90-88° F.

Place a pound or two of the tempered chocolate on a metal surface and continue to mix with scraper or pallette knife until moderately plastic, then mix this with the tempered milk and vanilla coatings.

Meanwhile, temper almonds to approximately 70-75° F. Add almonds to the tempered and seeded coating, mixing well, then spread the batch on coating paper or bright metal pans to form a rough surfaced sheet approximately 3/8" thick. Transfer the batch to a room tempered to 60-65° F. and when the chocolate has set, it may be broken into pieces or when partially set, score or cut it into squares.

Blue Diamond ALMONDS

CALIFORNIA ALMOND GROWERS EXCHANGE
SACRAMENTO, CALIFORNIA
Sales Offices: 100 Hudson Street, New York 13 and 221 North La Salle Street, Chicago 1

BLUE DIAMOND BRAND

The Nation's Favorite Candies are ALMOND CANDIES

. . . for the finest machines—

Now we bring you the distinguished line of

OTTO **HAENSEL** JR.

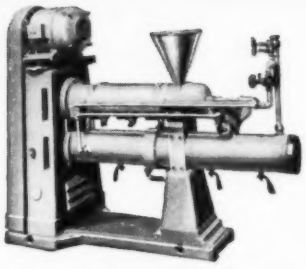
an

EXCLUSIVE by PEERLESS

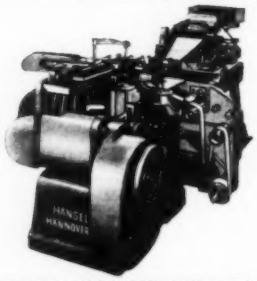
HERCULES BATCH KNEADER MODEL "HZK"
Cooling, kneading and uniform mixing for your hard candy batches.

WE have been fortunate in obtaining the candy manufacturing and wrapping equipment of OTTO HAENSEL Jr. as exclusive distributors for this country. We recommend them as one of the finest investments in equipment because—

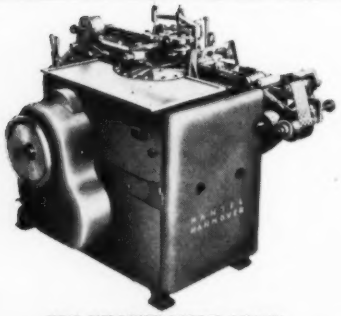
- You will enjoy far greater production—plus a better-made product.
- Built for continuous, dependable service.
- More time- and labor-saving features than in any other similar type machines.
- They embody the latest advances by continental specialists in the art of candy manufacture.
- Parts and service available in this country at all times.



SUPER CREAM BEATING MACHINE MODEL "HFD"
Two creaming barrels. Efficient precooling of boiled sugar syrup before undergoing creaming process. Large scale production of extra-smooth creamy fondant.



HIGH-SPEED ROLL WRAPPER MODEL "HN-P"
For square and round seamless tablets, counts tablets and wraps with folded or twisted ends.



FOIL WRAPPER MODEL "PFH"
Wraps all sizes, shapes chocolates up to 1¾".

ADDITIONAL AVAILABLE EQUIPMENT

- Tablet and Bar Wrapping Machines
- Continuous Fondant Production Plants
- Lollypop Wrapping Machines
- Automatic Batch Rollers— (Also with sizing attachment)
- Universal Foil Wrapping Machines
- Bar Twist Wrapping Machines

The above is only a partial listing of wrapping and candy manufacturing equipment available.

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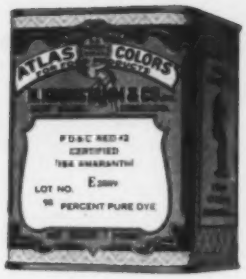

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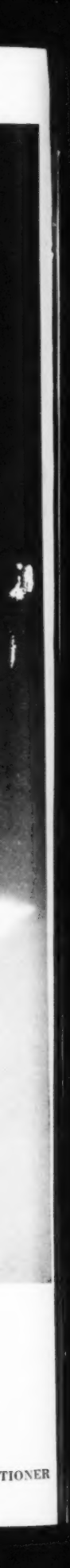

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We are presenting here the first authorative article dealing with the marketing of frozen candy. It was written with the cooperation of the executives of Fannie May, and tells some of the problems and facts that must be faced when this type of distribution is used.

Selling Frozen Candy

by STANLEY ALLURED, *editor*

The experiences of Fannie May in their development of frozen candy, and particularly the merchandising problems, throws a considerable amount of light on the possible future of this type of distribution.

In the first place, it is certainly an expensive method of distribution. In the second place, it makes possible for the first time "fresh-as-packed" candy weeks and months after manufacturing, hundreds of miles away from the manufacturing plant.

These two facts point up both the opportunity and the problem. While there is always an admitted need for selling better candy, it also has been generally agreed that more efficient and cheaper methods of distribution are a prime problem for the manufacturer, and this method is certainly more costly, as least on a small scale. Perhaps one answer may be specialized wholesalers with a fleet of freezer trucks to service retailers in an area with several manufacturers goods.

Another possible repercussion may be a change between the traditional places of the wholesale fancy package houses and retail chains. If retail chains jump on this method of distribution for increasing volume and serving smaller communities, it may further depress the already shrinking market of the wholesale manufacturers. However, if one or more of the wholesale fancy package manufacturers develops this type of distribution, the squeeze could be on the other side, as they could then compete on a quality basis with the best of the retail chains. It will be very interesting to watch the development of this type of distribution, and to see which type of manufacturer takes the best advantage of it.

FANNIE MAY was faced with the same problem that plagued high grade retail candy manufacturers for many years. On one hand they had built up an excellent reputation for the finest candy among the customers in the area served by their stores, and on the other, were constantly getting inquiries from independent retailers requesting franchises to sell their candy even though all their production was sold through their own retail stores. In 1948, they actually had on file several hundred inquiries from within their retailing area asking for franchises. While they would not have been adverse to supplying certain independent retailers with their candy on a very selective basis, they knew that the candy that they were selling and that had earned them the high reputation among consumers, just would not stand up under the usual wholesale conditions. There are really only two alternatives to this dilemma: either build in shelf-life, and therefore of necessity change the characteristics of the candy, or find some new and effective method of prolonging the shelf-life of the quality that was being made. The first alternative was not seriously considered, though the second posed seemingly insurmountable problems. Extending the shelf life of quality candy has been a goal of candy manufacturers for probably fifty years, and though many have succeeded to a limited extent, none have had nearly the success that Fannie May thought was needed to solve their problem.

They first investigated the possibilities of vacuum packing. However, after pulling a vacuum once on a soft cream, and seeing it explode, interest switched to gas packing. This method also was disappointing in its results. From here on, research concentrated on freezing

the finished candy to provide a "Kitchen Fresh" package of candy weeks after manufacturing. After two years of research, they finally satisfied themselves that they had a dependable system for freezing candy, that would provide an almost indefinite shelf-life for the highest quality candy.

Even though they had licked the problem of shelf-life, they faced another brand new problem, that of marketing this candy. Here was an entirely new idea in wholesale candy distribution, to be undertaken by a retail manufacturer without previous wholesaling experience. The original testing and research was started in 1948, and by early 1950, they were ready to market-test the candy. Two markets were chosen, both within 300 miles of Chicago. In each market distribution was set up through frozen food distributors who placed the candy in frozen food freezers. These distributors gave them very good distribution in a good cross-section of food stores, both supermarkets and counter service types. Initial distribution was backed with radio, TV and newspaper advertising. However, after strong promotion was stopped, the sales started to decline, and soon practically died. The next sales attempt was in the same two markets, but the candy was placed in ice cream freezers in both drug stores and grocery stores. Here again the sales were quite disappointing, with one exception. The sales in drug stores showed some promise. From the marketing development so far, it was determined that the most effective and efficient type of outlet was the drug store, and that the candy had to be in its own freezer case, without any other type of merchandise. They also found that the case must be well promoted with point of sale material, with a colored, illuminated picture of an open box of candy. One further limitation was discovered—that the wholesale outlets were much too difficult to open beyond the regular area of the Fannie May retail stores. The dealers who were familiar with the name were much easier to sell on the idea of frozen candy by Fannie May, and in investing about $300 in the freezer and initial order of candy, than the dealers who were unfamiliar with the Brand.

Selling candy frozen is an expensive method of marketing. Therefore the retail price of a similar one pound assortment must be higher when sold through the freezers than in their own retail shops. For this reason it was felt that wholesale accounts should not be opened in cities where there were retail shops. (There is one exception to this policy; one city with two Fannie May shops also has several wholesale dealers, in order to test the effect of this dual type of distribution in the same city.) Since most of the cities of over 25,000 population within 300 miles of Chicago already had retail shops, the great majority of the wholesale accounts are in cities of 5,000 to 25,000 population. It appears that 3,000 population will just about carry one wholesale account.

Selling candy through freezers has some inherent drawbacks. One is that the candy is almost out of sight, a cardinal sin in this day of emphasis on impulse-sales and eye-level display. In order to overcome this, it was found that the freezer must be in a prominent location in the store, and that well-lighted and illustrated panels must be used.

The first candy was sold under the Dorothy Coleman brand in 1950. After a year, they felt that enough testing had been done to prove that the quality of the candy was up to that expected of Fannie May candies, and the phrase "from the kitchens of Fannie May" was added to the boxes. In the middle of May this year a complete transition was made to the Fannie May brand, dropping entirely the Dorothy Coleman name.

Prospective outlets for the frozen candy are screened very carefully before being contacted, and among those contacted, those willing to invest in the freezer are sure to be the most progressive and merchandising-minded retailers. Therefore their accounts are to a considerable degree above the average of drug stores in their appreciation of the merchandising value of frozen candy, and are eager pushers of this candy until it catches with their regular customers.

A survey of customers was undertaken to find out the reasons for the initial purchase of this candy. The most important were the dealer recommendation, and the name Fannie May. Even where intensive advertising has been done, the above-mentioned reasons were by far the most important, so that very little advertising has been done in areas where wholesale accounts are opened.

After the account has been sold the freezer, all re-orders are by mail. A minimum order is one case, which may be either 28 one-pound boxes, or 16 two-pound boxes. Three assortments are made up for this trade, one and two-pound boxes of assorted chocolates, and one-pound boxes of buttercreams. These boxes are shipped railway express as far as they will give over-night delivery. The boxes are shipped at about 0 degrees, and are usually partially thawed on arrival. However, if they are immediately re-frozen, they do not lose any flavor or have any objectionable after-effects, as long as the package is not broken. However, for every day it remains thawed, it loses about 10% of its shelf-life.

The potential limit of the territory for this type of merchandising is the limit that common carriers can deliver over-night. For Fannie May, this means about 300 miles from Chicago. There is, of course, no limit when the delivery is by freezer-equipped carrier.

Two types of freezers are used, open top, and plastic top. Both are about 31" square, and hold about 100 pounds of candy. *The End.*

WATCH YOUR TRADE MARK

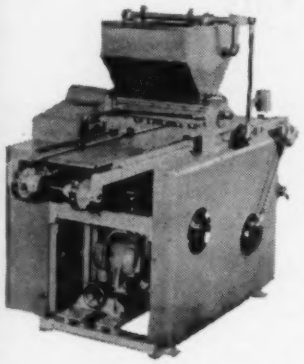
When did you last check your trade mark to make sure it conforms to regulations? A bill recently passed by the New York State Senate and sent to the Assembly should prod all manufacturers into re-examining their trade marks. The bill provides for several new requirements for trade mark acceptability. It would centralize the registration system in one state office and even give the state power to cancel trade marks.

The effect of this particular bill simply would be to set up a uniform procedure similar to those of several states. But it points up the fact that every manufacturer should be alert to all legislation which might force an alteration of its trade mark—one of its most valuable merchandising tools.

(Advertisement)

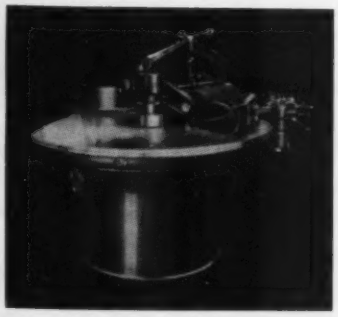
DEPOSITOR MEETS ALL FORMING NEEDS

Illustrated is the Racine Depositor featuring interchangeable shafts and plates for various spacing to handle



chocolate, creams, marshmallows, etc., with or without fruits or nuts, for depositing into molds, paper cups, or trays, plaques or belts. Important advantage of the machine is the absolute uniformity of the product as to size and weight. In two models, Senior 32" and Junior 16". See this machine at booths 3 & 4 at the Waldorf. Complete details may be obtained from **Racine Confectioners' Machinery Co., 15 Park Row, New York 38, N. Y.**

NEW HIGH SPEED BATCH MIXER



The Simplex Batch Kneading and Mixing Machine is designed to work up the candy batch after it leaves the cooker or kettle, and after the flavor, color, etc. are added. With this automatic machine batches can be worked up much quicker because the cooling is much faster than by the hand method with proportional savings in labor. The machine is simple to operate and even unskilled help can quickly attain maximum production. See this machine at booths 3 & 4 at the Waldorf. Full details from **Vacuum Candy Machinery Co., 15 Park Row, New York 38, N. Y.**

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THE STREAMLINED

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NEATER • TIGHTER • FASTER

Uses Up To

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The model PRLP will also wrap solid or filled eggs, novelties and other round shapes by means of a special device. Here, too, the wrap is far superior.

Changing from one shape to another requires only a simple adjustment and a quick change of parts. The model PRLP is equipped with variable speed controls and an automatic device which stops the foil when the candy supply is exhausted.

The model PRLP wraps any size candy from ¾" x ¾" to 2" x 1½" and round candies of equivalent diameters . . . all at a saving of from 8% to as much as 40% in aluminum foil.

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NCA CONVENTION PROGRAM

Waldorf Astoria Hotel, New York City
June 14 to 18, 1953

EXPOSITION HOURS

Tuesday, June 16—11:00 a.m. to 9:00 p.m.
Wednesday, June 17—11:00 a.m. to 8:00 p.m.
Thursday, June 18—11:00 am. to 5:00 p.m.

Sunday, June 14

5:30 p.m. to Say "Aloha" at the NCA LUAU!

11:00 p.m. Grand Ballroom
Fred E. Magenheimer, Vice President, Sales and Advertising, Mason Candies, Mineola, N. Y.
Chairman, NCA 70th Convention Sunday Get-Together

Monday, June 15

9:00 a.m. NCA GOLF TOURNAMENT
Winged Foot Country Club, Mamaroneck, Long Island, N. Y.
Paul E. Forsman, C. H. Forsman Co., New York
Chairman, NCA 70th Convention Golf Tournament

Tuesday, June 16

Morning Session ● *Grand Ballroom*

10:00 a.m. Official Opening of the NCA 70th Annual Convention by Philip P. Gott, President, National Confectioner's Association

10:05 a.m. The 70th Convention Program, Charles R. Adelson, Delson Candy Co., New York, N. Y.
Chairman, NCA 70th Convention Program Committee

10:15 a.m. *NCA—How It Protects, Promotes and Provides for Your Interests*
A Visual Presentation

11:00 a.m. *Economic Trends In Confectionery and Other Food Industries*
John H. Betjemann, A. C. Nielsen Co., Chicago, Ill.

11:00 a.m. Official Opening of The NCA 27th Confectionery Industries Exposition
David P. O'Connor, Penick & Ford, Ltd., Inc., New York, N. Y.
Chairman, 27th Confectionery Industries Exposition

11:45 a.m. *Quality Control Essential To Sell Candy*
Robert W. Watson, Sears, Roebuck & Co., Chicago, Ill.

12:20 p.m. Submission of NCA Proposed Policy Statements
Harry R. Chapman, New England Confectionery Co., Cambridge, Mass.
Chairman, NCA 70th Convention Resolutions Committee
Adjournment

12:45 p.m. Opening Luncheon—Grand Ballroom—Presiding:
Irvin C. Shaffer, Just Born, Inc., New York, N. Y.
General Chairman, NCA 70th Annual Convention and 27th Confectionery Industries Exposition
Invocation
Introduction of honored guests
"Nothing Happens Until Somebody Sells Something!"
Speaker: Arthur H. "Red" Motley, President of Parade Publication, Inc., New York, N. Y.
Adjournment

No Afternoon or Evening Sessions ● *Visit the Exposition*

Wednesday, June 17

Morning Session ● *Grand Ballroom*

9:30 a.m. Meeting Your Ingredient Problems

SUGAR
Theodore Stempfel, E. J. Brach & Sons, Chicago, Ill.
Chairman, NCA Sugar Committee

CORN PRODUCTS
Floyd J. Hosking, Executive Vice President, Corn Industries Foundation, Inc., Washington, D. C.

COCOA PRODUCTS
Samuel Y. Coyne, President, New York Cocoa Exchange, New York, N. Y.

PEANUTS
Charles F. Scully, Williamson Candy Co., Chicago, Ill., Chairman, Peanut Users Committee

10:30 a.m. Meeting Sales Problems

10:30 a.m. *Advertising Policies—How to Determine What To Do*
Arno H. Johnson, Vice President and Director of Research, J. Walter Thompson Co., New York, N. Y.

11:00 a.m. *The Place of Radio and TV Advertising In The Candy Industry*
Ted Cott, Vice President, National Broadcasting Company, New York, N. Y.

11:30 a.m. *Putting Sell In Your Package Design*
A package design clinic led by top authorities in the field.
Chairman, Richard D. Muzzy, Daggett Chocolate Co., Cambridge, Mass.
Participants: DONALD DESKEY, Donald Deskey and Associates, New York, N. Y., and WILLIAM R. BAKER, JR., Benton and Bowles, Inc., New York, N. Y.
Adjournment

No Afternoon Session ● *Visit the Exposition*

2:30 p.m. to 4:30 p.m. Annual Meeting of American Association of Candy Technologists
Presentation of Stroud Jordan Award—Jansen Suite

Evening Session ● *Serf Room*

8:00 p.m. *Production Forum*
Presiding: W. Tresper Clarke, Rockwood & Co., Brooklyn, N. Y.

8:10 p.m. *Cost Reduction Through Study of Methods*
Edward A. Terry, Industrial Engineer, Wallace & Co., Brooklyn, N. Y.

8:25 p.m. *Scientific Facts About Antioxidants in Candy*
Dr. Lawrence F. Martin, Head, Sugarcane Products Division, Southern Regional Research Laboratory, U. S. Department of Agriculture, New Orleans, La.

8:40 p.m. *Quality Control in the Manufacture of Perishable Candies*
Otto J. Glaser, President, Dairy Maid Confectionery Co., Philadelphia, Pa.

8:55 p.m. *The Art of Processing Candies in Revolving Pans*
Lester L. Bettes, Vice President and Production Manager, Imperial Candy Co., Seattle, Wash.

9:20 p.m. *Questions and Answers*

10:00 p.m. *Adjournment*

Thursday, June 18

Morning Session ● *Grand Ballroom*

9:30 a.m. *Producing and Selling Candy In Europe*
Personal Reports by Eye Witnesses
Displays in U. S. Government PX and Commissaries
Displays in Food Stores
The Retail Candy Shops
By: C. O. McAFEE, McAfee Candy Co., Macon, Ga.
HERBERT KNECHTEL, Marshall Field & Co., Chicago, Ill.

E. S. STEWART, Abilene Candy Co., Abilene, Texas
FRED W. AMEND, Fred W. Amend Co., Chicago, Ill.
ERNEST D. SPANGLER, Spangler Candy Co., Bryan, Ohio
PETER LAUREY, Loft Candy Corp., Long Island City, N. Y.

10:00 a.m. *Creating Favorable Attitudes for Increased Sales and Profits*

10:30 a.m. *Merchandising for Increased Sales*
Chairman: Tolbert N. Richardson Jr., Thos. D. Richardson Co., Philadelphia, Pa.
Panel Participants:

WHOLESALERS — Ernest Prince, McKeesport Candy Co., McKeesport, Pa.
CHAIN DRUG — Joseph V. Jaeger, Liggett Drug Co., Inc., New York, N. Y.
SUPERMARKETS — Charles F. Nickel, H. C. Bohack Co., Brooklyn, N. Y.
THEATRE OWNERS — Leon J. Levenson, American Theatres Corp., Boston, Mass.
SYNDICATE STORES — E. S. Crane, W. T. Grant & Co., New York, N. Y.

11:55 a.m. *Approval of NCA Policy Statements*
Harry R. Chapman, New England Confectionery Co., Cambridge, Mass. Chairman, NCA 70th Convention Resolutions Committee

12 Noon *Official Closing of the NCA 70th Annual Convention*

No Afternoon Session • *Visit the Exposition*

8:00 p.m. NCA 70th Annual Convention Dinner Dance

EDWARD W. Meeker, the secretary of the American Association of Candy Technologists, has announced that Hans Dresel is to receive the Stroud Jordan award at the annual meeting of the association June 17, 1953. The letter advising Mr. Dresel of his award reads in part, "We are happy to be able to give due recognition to your work for the American Association of Candy Technologists and for the Production Conference of the Pennsylvania Manufacturing Confectioner's Association at Lehigh University."

We believe that this is an eminently deserved award, to a man who has done the most for the cause of candy technology during the last eight years.

The AACT, which Mr. Dresel organized, is the first group that has been effective in exchanging ideas and progress between candy companies. The Production Conferences at Lehigh University have been an international event in the field of candy production and technology, and draw key men from progressive plants throughout the world.

Mr. Dresel also had a great deal to do with starting the research program at Lehigh University, which is under the sponsorship of the PMCA. This research has made notable progress in the field of controlling chocolate fat bloom, and has investigated some other areas of chocolate and candy technology.

We believe that the condition of the award, "to the person who has contributed the most to the confectionery indusry", has been more than adequately fulfilled, and we join with his innumerable friends in giving him our hearty congratulations.

WHEN
YOU
MAKE THOSE
GOOD CANDIES
PEOPLE
ENJOY
EVERY DAY
USE
CLINTON
CORN SYRUP
CORN STARCH
AND DEXTROSE
CLINTON FOODS INC
CLINTON IOWA

The PMCA Production Conference, held at Lehigh University on the last Thursday and Friday of April each year, has certainly become the most important meeting for the research and production executives in the confectionery industry. The most obvious fact proving this is the list of attendees. This year, the list included the top production and research executives from the largest factories from coast to coast. It is certainly a healthy sign that these men gather to air their problems and seek answers from others, especially in an industry that has been known for years as one of the most secretive.

PMCA Production Conference

Lehigh University, April 23 and 24, 1953

DR. Nelson Easton of Lehigh University, reported on PMCA research activities which have been continued on chocolate and extended to studies of hard and grained candies. Findings that "tempered chocolate can be kept for at least 24 hours at 92 F. and (that) it loses its temper slowly when kept at 93 F.", while "untempered chocolate stays in approximately the same condition when held at 92 F.", should "allow the enrober operator to temper his chocolate the day before he wants to use it and, provided some automatic control is used, to keep this chocolate in temper and ready for use whenever it is needed."

"Progress in Liquid Sugar" was ably handled by Mr. Daniel V. Wadsworth of Refined Syrups & Sugars, Inc. Liquid Sugar is produced by 17 refiners in 24 plants throughout the United States today, yet it was first made by Mr. Wadsworth's company in 1927. Now over 20% of the total amount of sugar used for manufacturing purposes is liquid. The highest grade liquid sugars are in some respects superior to granulated sugar for they contain less in the way of impurities, particularly colloidal matter. The science of ion-exchange is being used today to produce liquid sugars that have a lower ash content than ordinary granulated sugar. Mechanization and sanitation are two reasons for the industrial sugar user to convert from dry to liquid sugar. In the early days, dilution of the liquid sugar posed a problem. Today, it is just as simple to protect liquid sugar from dilution as it is to protect granulated sugar from getting wet while in transit or on factory floors. It is predicted that liquid sugar distribution will continue to increase at about the present rate for several more years. The confectionery industry is just beginning to fully utilize liquid sugar. Only one chocolate refiner is using liquid sugar on a large scale. Research is continuing, and the possibility of a sucrose liquid that can be cooked with less resultant color and invert sugar development than is possible with granulated sugar should be of the greatest interest to the confectionery industry.

Corn Syrup in Hard Candy

Mr. John M. Krno, of Corn Products Refining Co., gave a talk on "Corn Syrup in Hard Candy." This talk will be published in the July issue of The Manufacturing Confectioner.

Sorbitol in Candy

"As in the case of practically all new ingredients," Mr. Sherwood T. Cross, Atlas Powder Co. said, "the reports received from the field where sorbitol has been tried by candy manufacturers have been somewhat varied. To date, we have obtained rather conclusive data for sorbitol in marshmallows and cast creams, and have obtained an indication of the results that can be expected with sorbitol in nougat, fudge, and butter creams." "Sorbitol in Candy" reported investigations using the 70% aqueous solution.

Marshmallow test batches were made containing 3.5-20% sorbitol. Batches were prepared where the sorbitol was used in conjunction with 3.5% invert syrup and where the invert was omitted. In most of the tests, the

concentration of sugar and gelatin was kept constant with the concentration of corn syrup, invert syrup, and sorbitol varied. A batch was also made where 13% sorbitol was combined with 87% of the marshmallow formula. The basic formula used for cast marshmallow was: 39.8% sugar, 30.0% corn syrup, 3.5% invert syrup, 1.8% gelatin, and 24.9% water. Penetrometer determinations, water analysis, and organoleptic tests were made on the candy at three week intervals for 15 weeks of storage. The use of 14.3% sorbitol with 15.7% corn syrup and 3.5% invert syrup gave a marshmallow which after 16 weeks storage (50% R.H. and 75 F.) remained as soft as the standard (control) marshmallow after a 9 weeks storage period. The use of 20% sorbitol in marshmallow offered no significant improvement over one made with 14%. The taste panel results were not significant. Moisture determinations showed that the increased keeping qualities of the marshmallows containing sorbitol were not due to the superior water-holding properties of the sorbitol alone, but presumably were due to some effect on the crystallization of the sugar which occurs with moisture loss or due to some other phenomena resulting from a plasticizing action.

For cast creams, the use of sorbitol was investigated in the bob syrup, the fondant, the frappe, and in their combinations. The addition of sorbitol in the bob appeared to give a whiter center. Likewise, sorbitol-containing fondants were generally whiter than standard fondants and were more easily melted down. Frappes containing sorbitol whipped considerably lighter than the standard. From the data obtained for cast creams, products with good storage properties can be produced through the use of sorbitol. It seems that the best results can be obtained through the use of sorbitol in the fondant.

Sorbitol when used properly seems to give butter creams of slightly improved storage characteristics. In addition to the creams showing somewhat softer consistency with extended shelf life, the pieces also showed less bottom shinkage which was pronounced in the case of the controls at the 2½ months storage point. It would appear that the logical place to incorporate sorbitol in butter creams is in the cooked syrup. A slightly higher cook is probably desirable but not over 2 F.

Some tests with sorbitol in nougat were made and indicate that sorbitol will do as good a job in an aerated piece as it does in marshmallow.

Some brief tests with sorbitol in fudge where the concentration was kept constant and the effect of changes in cooking temperature and formulation were studied. Sorbitol-containing pieces were decidedly softer 'as made' even at the same water content.

Gelatin In Marshmallows

Mr. William I. Gorfinkle, of the J. O. Whitten Co., talked on the subject "Gelatin in Marshmallows." This is printed in its entirety elsewhere in this issue.

Demethoxylated Pectins

Mr. Herbert F. Angermeier of T. H. Angermeier & Co. contributed to the Conference by stressing "The Advantages of Demethoxylated Pectins in the Confectionery Industry." Though pectin has been known to confectioners for many years, demethoxylated or deesterified or Modified Pectin is comparatively new.

Modified Pectin differs chiefly from pectin in two distinct ways; (1) it will form jelly bodies with as little as one percent soluble solids, or as high a percentage as you might desire; (2) it does not derive its jelly body from hydrogen ion concentration (acidity). Modified Pectin jellies are set by means of any heavy metal salt that will combine to form an insoluble pectate. Calcium has been selected as a source of this setting salt, because of its acceptability in the food industry. Acid is used with Modified pectin solely for flavoring purposes. Though acid has no effect on the finished jelly, it does have an effect on the speed of the set.

This is due to a solubilizing action of the setting salt, rather than a primary function. Jelly, when made with Modified Pectin, will set to full strength at pH values ranging from 3.5 to 6.0. This broad range jelly property, is way beyond the capabilities of pectin.

Modified Pectin is being used to great advantage in the following confections: pectin jellies, starch gums, grained or ungrained marshmallows, nougats, caramels, cream centers, and ripple ice cream.

Pectin jellies have always been considered a high quality confection. There has always been some difficulty in the production of this type of candy, i.e., large batch production, and controlling the setting time. Big batches are hard to hold with enough time to get them through the mogul. Sweating has always been a problem with pectin jellies. In certain types of jellies, acid taste is a detrimental factor, rather than an asset. This is true of spice drops, mint or licorice jellies. Modified Pectin eliminates each of these conditions.

First, the setting time in large batch production is no problem whatsoever. The body is determined solely by the setting salt or calcium salt that is used. A typical Modified Pectin jelly batch is:

1 lb. Modified Pectin
2½ gal. water
2 oz. setting salt
30 lb. corn syrup
30 lb. sugar

To control the speed of this batch of jelly, do not alter the amount of setting salt; merely add it at a different stage of cooking. Take the Modified Pectin in the usual manner, mix it with a little sugar, dissolve it in water, and bring this to a good boil for about one-half minute. Now, add the setting salt which has been slurried in a little cold water. Then add the sugar and corn syrup and cook this batch to 226 or 227 F. Add acid, or not, for flavor, according to the type of jelly desired. This jelly will set in approximately 15 minutes. However, if the setting salt is held back, and not added until after the corn syrup and sugar have been added, and cooked to 221-222 F., the batch will take from 2 to 3 hours to set!

This is a very peculiar characteristic of Modified Pectin. The jelly will set anywhere from 15 minutes to 8 hours, just by adding the setting salt at a later period of cooking.

Secondly, sweating has always been a major problem with a large producer of jelly goods. Sweating is due, in most cases, to too great an amount of inversion of sugars during cooking. This is caused by the length of cook, the amount of moisture, and the pH. When making a (usual) pectin jelly, the pH is usually in the range pH 4.0 to 4.5. At these pH values, sugar with enough moisture will invert considerably. With a high percentage of inverted sugar in a finished jelly, there is going to be

a sweating problem. To overcome this, the easiest way is to cook the batch at a higher pH. The pH of Modified Pectin is approximately that of corn syrup, 5.2. When the batch is cooking, the pH will be approximately 5.5. At that pH, everything being the same, the rate of inversion of sugars will be greatly reduced. The finished jelly will not have an excessive amount of invert present, and therefore will not sweat.

A Modified Pectin jelly will sweat if mishandled. A common difficulty in producing jellies, Modified or Usual pectin types, is lack of adequate cooking equipment. Low steam pressure results in long cooking time, and hence, a weak, sweaty jelly.

If a sanded jelly has too low a percentage of invert sugar, the jelly batch develops a premature grain. It has been found advisable to replace 10-20% of the sucrose in a Modified Pectin Jelly batch with invert sugar. This is variable, in accordance with climatical and seasonal conditions.

Thirdly, acid taste is a very desirable factor in some cases, e.g., with fruit flavors. Spice, mint or licorice flavors are incompatible with acid. Any acid taste here is detrimental to flavor quality. Now the manufacturer can produce a jelly with pectin eating quality and fine flavor.

Modified Pectin has many advantages in starch gums. It is used on the basis of 4 ozs. Modified Pectin to each 100 lbs. sugar and corn syrup. This is a variable figure. Some of the advantages are: the gum batch will set much faster, the possibilities of sweating are reduced. Manufacturers have been able to show a time saving in starch from 30 to 50%. This may be important if the hot-rooms are crowded or there is a shortage of starch boards. And if a gum batch is satisfactory from a sweating standpoint, when packaged at 17% of moisture, it has been proven that this same gum can be packaged at 19 or 20% moisture with Modified Pectin present. The Modified Pectin increases the actual jelly body of the gum tremendously. Through this increased jelly power, the moisture seems to be locked into the gum. The Modified Pectin will have absolutely no effect on the cooking starch.

The quick setting quality of Modified Pectin helps to eliminate cupping in gum goods. The additional moisture that the gums will carry gives the candy a much better eating quality, and a longer shelf life. The firm body that is found in a Modified Pectin gum also has a very short break.

Modified Pectin is being used advantageously in grained marshmallow. One of the problems of this type of candy is the cupping. Modified Pectin greatly minimizes this possibility, primarily because of the quick set after casting in starch. The colloidal characteristics of Modified Pectin seem to smooth over the sugar grain roughness and make for a better eating piece.

The idea of using Modified Pectin in ungrained marshmallow is to reduce the amount of gelatin to a point where there is just enough present to give the candy the necessary aeration. The necessary body for handling is obtained through the setting qualities of Modified Pectin. This means that the marshmallow will have a much lower percentage of gelatin, and will not become as tough and chewy as a normal marshmallow. Three or four ounces of Modified Pectin to 100 lbs. is a starting figure to do this job. The Modified Pectin can be incorporated right into the corn syrup and sugar. If the marshmallow is of the uncooked type, the Modified Pectin should be added into the beater as a solution. One pound mixed with two or three pounds of sugar or corn sugar, and brought to a boil in two gallons of water, is a basis for a standard solution. Each pint of this solution will contain one ounce of the Modified Pectin. For 100 lbs. of bob, if four ounces of Modified Pectin is required, merely add four pints of this solution.

Modified Pectin does approximately the same thing in chewy nougats as it does in ungrained marshmallow. Chewy nougats in warm weather will have a tendency to collapse and run, unless there is a high enough percentage of egg albumen present. With the present high cost of egg albumen, the manufacturer has a tendency to shade just a little bit on this item and the nougat is liable to have too little body to stand up in warm weather. Other proteins, particularly the soy type proteins, have tremendous whipping power. But they do not have the coagulant factor and holding power of egg. Modified Pectin will give the necessary body so that the nougat will hold up in warm weather. It is used on the same basis: four ounces Modified Pectin to 100 lbs. of nougat bob. This will give the necessary stabilization.

In cast and roll creams, Modified Pectin gives additional body without adding any apparent chewy toughness. It is being used advantageously in coconut cream. Here, it not only increases the body but it also stabilizes and emulsifies the cream which helps to eliminate any fat or moisture separation. It is being used quite extensively in butter creams where fat separation has always been a major problem.

Vegetable Whipping Agents

"The subject of vegetable whipping agents," according to Mr. J. K. Gunther of Gunther Products, Inc., "could encompass a wide variety of materials of plant origin that have been used at one time or another in that capacity." However, Mr. Gunther's paper was limited to the more familiar types employed in candy work in recent years. More specifically, the whipping agents that are primarily protein or have protein derivatives as the main constituents and which are derived from soy in one form or another, were discussed.

Present day whipping agents not only taste better but they function much differently than the earlier products. There has been continual development of the whipping agents themselves and the knowledge concerning their proper use in confectionery manufacture. Research on the subject started about 14 years ago. At first, the materials were mere extracts and contained but little protein and even less usefullness. Subsequently it was found that a fraction of the raw material that had been previously ignored was the most valuable for use in making a whipping agent. This was the protein portion, the same type of material that is responsible for the functioning of egg white products.

Vegetable proteins in their original state possess no whipping power. Nor, do they have the ability to stabilize the whipped syrup after the very finely divided air cells are formed by mechanical means. To obtain this whipping effect it was found that the protein needed modification by enzymatic action. When this was done under the proper conditions, we had a product that whipped well

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but the resulting mazetta or frappe broke down to syrup in a short time. Some manufacturers chose to stiffen with gums and thickeners to the point where immobility of the whipped mass was obtained. This worked well if the mazetta or finished candy was not handled. A stabilizer was needed that would allow the cell walls to flex without rupturing.

Our organization sought a vegetable protein fraction that would stabilize the emulsion of air in liquid much as the protein in egg does. This agent was found and we have a patented whipping agent containing a whipping protein as well as a stabilizing one to keep the air in dispersed form once it is incorporated in the syrup. The degree of stability inherent in egg albumen has not been reached but the product has been successful, particularly in making candies where storage of the frappe or mazetta is kept to a minimum time.

For some time our laboratory has been carrying on research on the problem of making a better vegetable albumen whipping agent that would have more complete acceptance than heretofore. We believe that we now have such a product, designated as G-400. This product is the result of a new concept in that the fine whip is there and in conjunction with it is an entirely new stabilizing component, or system, that gives the stiffness and standup that is desired plus stability that prevents air cell breakdown in mazetta or candy even under the most rigorous handling. This will be available to industry as soon as tests on its utility have been completed.

This research on whip agents is of value to the confectionery industry for it leads to better products and better processes. This means good candy at lower cost.

A whipping agent is employed to impart certain eating properties and a particular appearance to candy. This is usually done by facilitating the incorporation of air into the sugar-syrup mixture that will be the basis of the piece. This basic concept should not be forgotten for in it may lie the key to success of your candy plant in the years to come. Foods, in general, are tending to be more aerated or as they say, lighter, fluffier and more tender. Baked goods, ice cream, whipped desserts are all aerated to give desirable eating properties and the appearance of a lot for your money. Today, more than ever before, there appears a need in the confectionery industry for incentive to have the consumer spend his money for candy rather than for competitive sweets. This incentive can be supplied, in part at least by—(1) easy-to-eat candy, (2) large volume per unit weight, (3) low price by modern production methods.

The incorporation of air in a chewy nougat or a taffy will make it a better piece of candy for everyone. When we speak of aerating a chewy nougat, we mean making it so that when finished it will weigh ninety to one hundred ounces per gallon.

Ordinary fudge is susceptible to aeration. It is very easy to increase the volume of fudge at least ten percent by incorporation of a good amount of a light mazetta. This results in a much softer and easier to eat piece. Aerated fudge is more tender and that implies freshness. It is not expensive with vegetable whipping agents and it will not cause disappearance of the chocolate color as is the case when egg albumen is used.

Bar centers of all types are improved in eating qualities when well aerated. They probably aren't as susceptible to as high a degree of fluffing as uncoated pieces because increased size requires more coating.

Give large volume per unit weight. Most people buy packaged food by size rather than by weight. Ice cream is about one-half air and one-half solids. A big package of cast marshmallow looks like a good buy for the money.

Use modern production methods for lower costs. The vegetable albumen is a natural partner with the new methods of continuous aeration of syrups using equipment such as the Beich machine. Most candy sold today is a large volume low priced proposition. It doesn't seem logical to be using expensive hand methods or excessively high-priced ingredients like some of the whip agents on today's market.

If a continuous machine is not available to produce freshly made fluff to aerate the cooked "bob", then the use of the direct method of making nougat and similar candy is the best procedure. The elimination of storage of the fluff and of the batch itself is one of the advantages of the direct method of making nougat with vegetable albumen. The dry albumen and the requisite amount of water plus a portion of the glucose are mixed at low speed in a vertical type beater for a minute to dissolve the albumen and then beating is carried out at high speed to maximum whip volume. While this is being done, the remainder of the syrup and the sugar are cooked to the proper temperature. It is then slowly poured into the previously whipped portion while mixing in low speed. Mixing is continued after the syrup is added until the batch firms up in consistency, there being no "beat down" with the vegetable whip products. The fat, flavors, etc., are then added to complete the mix. Where it is possible to cool the bob to about 20 degrees below the cook temperature before adding it to the beater, a better slabbed candy results.

Vegetable proteins are benefitted by prolonged heating and will not beat-down as do egg products. Regardless of the type of whipping agent used, the beaten mass should be put into the form of finished candy at the earliest possible time. All high moisture mazettas, frappes and nougat cremes are less efficient the longer the storage time before use. With vegetable products this is even more true than when egg albumen is the agent.

We do not, as a rule, recommend 100% replacement of egg albumen in the formula in the initial stages, even though there have been great strides made in the improvement of the vegetable whipping agents. We would rather have one-third of the egg albumen replaced by the vegetable albumen and then have the percentage increased as the candy maker becomes more familiar with it and learns the best way to handle it. There are a large number of plants that now use our type of material as the sole whipping agent but many of these started with it as a partial replacement. The currently high price of egg products in contrast to the stable, very reasonable cost of the vegetable whipping agents should be a strong incentive to anyone interested in making good candy at a competitive price.

Chocolate for the Diabetic

"Chocolate for the Diabetic", by Dr. Katheryn E. Langwill, Professor of Nutrition, Drexel Institute of Technology, was a very interesting discussion of some of the information contained in the literature on diabetic foods and sweeteners. Dr. Langwill pointed out that candy made for the diabetic could also find a good market among

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to visit booths number 42, 43, 44 and 45 at the 70th Annual National Confectioners' Association Convention to be held at the Waldorf-Astoria, New York City, on June 16th through 18th, 1953. Here you may see and examine the Greer Vibra-Pac designed to simplify stock box packing of chocolates, and view a short movie film, in color, showing this machine in actual operation in one of the industry's leading manufacturing plants.

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those people who had to count calories because of their weight. Samples were distributed in which the sweetening agent was manitol. They were very tasty, a great improvement over those diabetic chocolates now on the market. Miss Eleanore de Vadetzsky, chemist at Stephen F. Whitman & Sons, prepared the samples.

Your Package in Today's Market

"Your Package in Today's Market" was the title of the Symposium, an annual feature of the PMCA Production Conference. Mr. Roy E. Hansen of Milprint, Inc., was the Moderator. The participants were Messrs. R. A. Hickman of The Dobeckmun Co., P. K. Wolper of Riegel Paper Corp., and A. I. Totten of Reynolds Metal Co.

Mr. Hickman, speaking on the subject of Transparent Bags, stated that his company was the first to produce the cellophane bag in this country in 1927. His talk discussed the buying habits of millions of super market shoppers.

Candy is now becoming more a staple part of the family diet and less an impulse item. One large chain reports that candy is the third highest profit producer in their stores. The trend towards more and more self-service displays continues. In 1951, 67% of all sales in grocery and combination stores were by the self-service method. Food Stores in that year sold 35% of all candy sold at retail. The first four largest outlets, food stores, drug stores, cigar stores and stands, and theaters and amusements, account for 70.1% of all candy sales. Self-service designs play a large part in these sales.

A good design should include: more positive identification—transparency does this best when coupled with bold, short copy; association—the mental linking of one good product with another good product from the same maker; side-ply identification—ease of recognition; child appeal; package display—usually packages are shown with the long dimension on a horizontal position from left to right; and color preference.

Probably our greatest opportunity for increased sales lie in the direction of impulse buying. The large well laid out market is designed to place merchandise in the shopping path of the customer. It is generally an accepted fact that the average housewife purchases food at least twice during the week. Our experience has been that bags sell better with transparent film windows in them. A company conducted survey showed that 76% of all candy purchased was in cellophane and that children were the strongest admitted influencing factor in candy purchases. Other factors discovered in this two-months survey were: 70% of all candy purchased was in plain cellophane and 30% in printed cellophane; over three-fourths of the shoppers interviewed purchase candy once a week or more often; over 85% of the shoppers interviewed make their purchases of candy in a super-market; over 50% of the shoppers planned to purchase candy before they entered the store; 69.4% of the candy shoppers prefer a different variety of candy each time they buy; and there was no marked brand preference.

In a review of two large chains, one a National chain and the other a local Cleveland chain, but both doing millions of dollars worth of business annually, the managers pointed out that where candy itself was not used as a medium for display, i.e., where boxes with transparent windows were used rather than cellophane bags, that the sales went down almost automatically 4%. The housewife is attracted by the glamour of transparency and the ability to feel the product she buys.

"Glassine and Greaseproof Paper for Your Product" was the subject of Mr. Wolper's paper. How glassine and greaseproof papers fit into the unit packaging of food products and why their special properties cause them to be recommended for many uses in candy packaging were explained. Mr. Wolper briefly outlined the manufacturing processing of greaseproof and glassine papers which showed why these are high grade specialty products. The cost differential reflects the cost of higher grade wood pulp plus exacting process costs.

Glassine and greaseproof can be made in weights ranging from 20-lb. to 50-lb. on the 3000 sq. ft. ream basis. Greaseproofness can be made to vary within a nominal 20 second to 1800 second range as measured by the standard turpentine penetration test. Glassine may be made in transparent or opaque grades and in a wide variety of colors.

For confectionery packaging uses, plain and colored glassine is used for package supplements as bon-bon cups and corrugated liners. A pure white opaque unprinted grade is used as a milk chocolate bar liner. The same grade of opaque glassine may be printed in multicolor gravure and is widely used for many varieties of bar goods. These applications call heavily upon the greaseproofness and the visual attributes of glassine as a low cost packaging material. Glassine may be surface coated with paraffin wax in conventional waxing operations or special coatings may be applied from solvent systems. All of these surface coatings, irrespective of type or mode of application, serve to add some very desirable properties to the glassine base paper. These properties include: heatsealing, moistureproofness, added greaseproofness, and improved visual characteristics.

Waxed glassine, e.g., may be used for bag or box liner for bulk goods. It is used to wrap caramels, nougats, taffy and kisses where moistureproofness is required. One recent application of the solvent coated paper type is used for the automatic packaging of candy coated chocolates. Here the heatsealing, moisture and greaseproof properties of the coating lend themselves very well to the packaging of this product. Another application of solvent coated paper is as a single wrap for a taffy bar. For taffy wrap, the surface coating not only adds moistureproofness and heatsealing properties to the paper but also adds good release properties, so that the user can easily remove the wrapper without sticking.

The technique of lamination also greatly extends the number of varieties of glassine packaging materials. Examples of laminated combinations would include the use of laminated opaque glassine as a bulk carton wrapper. A newer example would be that of the five stick chewing gum wrapper. In this material, foil and opaque paper are laminated together and a high gloss thermosetting coating applied over the printed paper stock. All of the materials in the laminated class provide excellent moistureproofness, greaseproofness, strength, pliability and visual characteristics.

Every consumer unit package must be made with a material that meets certain simple yet strict requirements. These requirements are: ease of handling; product protection; appearance; and low cost. No package material is to be recommended for your product unless it helps sell your product economically.

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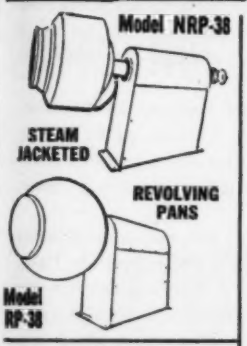

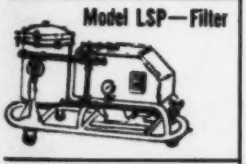

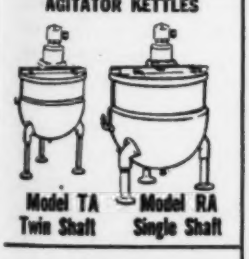

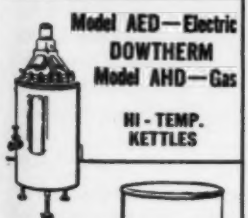

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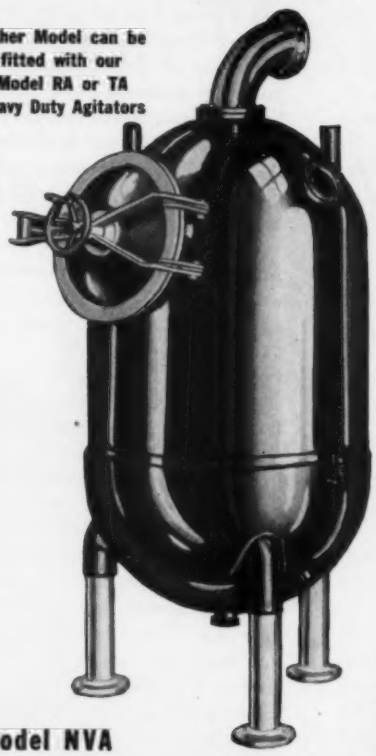

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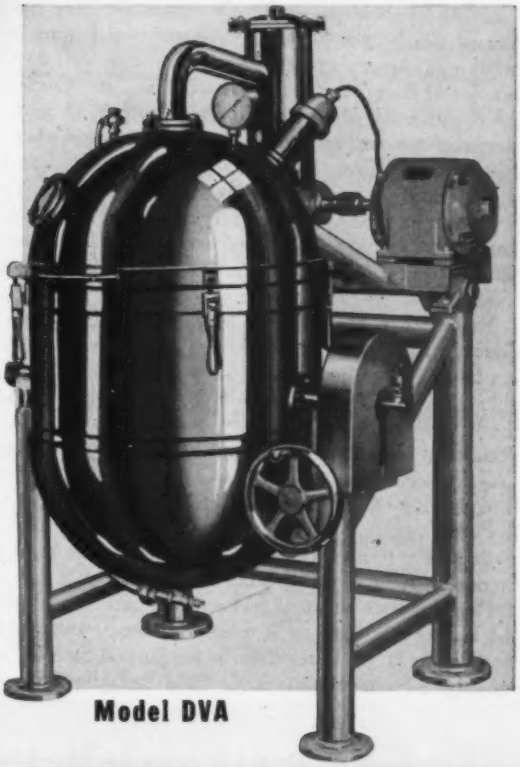

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Aluminum Foil

"Aluminum Foil for your Product" was the title of a talk given by Mr. A. I. Totten, Jr., Director of Research, Reynolds Metal Co. This talk is printed in full in another part of this issue.

Dr. Rudolph Heiss

After the banquet Thursday night, Dr. Rudolph Heiss, Director of the Institute of Food Technology and Packaging, Munich, Germany, gave a report on some of the work being done at the institute on hard candy. The primary interest was on the factors causing sticking and graining. He described storage tests carried on at several different temperatures and relative humidities, and how the keeping qualities of the hard candies were affected by changing conditions. Dr. Heiss indicated that a closer tie between the research activities on candy of U. S. and Germany would be very beneficial to both countries, and that he hoped that there would be a freer exchange of ideas in the future.

Incentives in the Candy Plant

Incentives in the Candy Plant" was covered by Mr. Edward A. Terry, Assistant Superintendent, Wallace & Co., Brooklyn, N.Y. This talk was printed in full in the May issue of The Manufacturing Confectioner, page 19.

Chocolate Symposium

The Lehigh Conferences have always been noted for the quality of papers presented on chocolate. This Seventh Annual Conference had a most interesting Discussion of Swiss and American Chocolate. The samples of chocolate for tasting gave each one attending the Conference the opportunity of making his own judgement as to the merits of the various products. These samples were submitted by: Walter Baker Chocolate and Cocoa, Dorchester, Mass.; Societe des Produits Nestle S.A., Vevey, Switzerland; The Nestle Co., Inc., White Plains, N.Y.; Chocolate Suchard S.A., Switzerland; Wilbur-Suchard Chocolate Co., Inc., Lititz, Pa.; and Lindt-Sprungli, Ltd., Switzerland.

Mr. Norman W. Kempf of Walter Baker Chocolate and Cocoa, stated that most American chocolate manufacturers have the equipment and know-how which would enable them to make the Swiss type of chocolate, provided there were sufficient incentive for them to do so. Undoubtedly the same is true of the Swiss manufacturers, i.e., they could make American type of chocolate if they thought that they could sell it in Europe. For this reason the continuance of the present manufacturing practices must be the result of consumer demand rather than preference on the part of the manufacturer.

Power is very cheap in Switzerland, and compared with the United States, labor is relatively cheap, while production demands are lower than in the United States. Consequently, the chocolate manufacturer can afford to spend more time and labor in processing his product. One of the major differences between the two types of chocolate produced lies in the amount of processing employed. As a class, European chocolate has been ground to a greater extent and processed longer than its American counterpart. The demand here is for high production and low cost, so that methods for continuous processing which give the greatest result at the lowest cost have come into vogue.

The second important factor influencing trends is consumer taste preference, which has resulted in the adoption of different flavors by the manufacturers of the two countries.

Dr. Georges V. Genton, The Nestle Co., Inc., Fulton, N. Y., congratulated the American chocolate and candy industry for the big contrast in growth, size and mechanical development as compared with the same industries in Switzerland, France, England, Belgium, Italy, Union of South Africa, and Argentina—countries where Dr. Genton had a great deal of experience.

"Everyone of us has his very own standard of flavor," according to Dr. Genton, "and as far as the candy industry is concerned the majority of the consumers who have the same flavor standard, or approximately the same, create the flavor standard which we have to set ourselves. It is even difficult sometimes for management to fix a flavor standard for our production, because the consumer actually has the last word to say."

Taste standards vary from one country to another. Any company having factories in various parts of the world, using the same basic formulas and processes must adapt them to the particular taste which prevails in these various countries.

In Switzerland, candy is more or less considered as an expensive deluxe product. Chocolate covered candy bars, familiar here are almost unknown in Switzerland. Cream centers are not particularly appreciated. The Swiss coatings are expensive because high priced cocoa beans are used and the manufacture has not been streamlined as it is in this country. The centers are expensive because many of them are made with imported nuts.

An important factor in the matter of taste is the flavoring material used in the manufacture of the coatings and centers. Apart from Vanilla beans and Vanillin, which are commonly used both in Switzerland and America, there are other products, Coumarin, Tonka beans, Cinnamon, etc., used in this country, but not in Switzerland, and give a special taste to the coatings of the centers to satisfy the American standard taste.

The Swiss confectionery industry and the American confectionery industry are respectively a home trade and a streamlined industry. Appreciate the Swiss candy when in Switzerland and the American candy when here.

Mr. William de Perrot, Representative: Suchard Holding S.A. Lausanne, Switzerland; Chocolat Suchard S.A., Serrieres-Neuchatel, Switzerland; Wilbur-Suchard Chocolate Co., Inc., Lititz, Pa., discussed Milk Chocolate, delving into the interesting historical background of the subject as well as citing the present status of this delicacy.

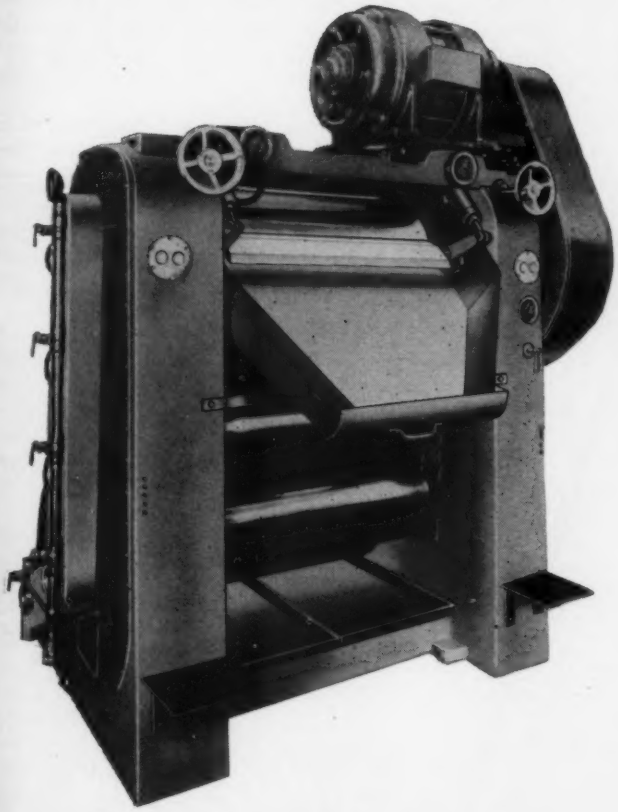
It was not until 1883 that the first milk chocolate "Gala Peter" appeared in a form similar to the one as it is known today. The chocolate manufactured by Peter during the years 1883 and 1908 had the following composition:

Cocoa Liquor	27.5%
Cocoa Butter	11.5%
Dry Milk with 28% Fat	20.0%
Sugar	41.0%

The total Butter Content was approximately 32.0%. This composition does illustrate the position attained at that time by the chocolate industry. The milk chocolate manufacturers didn't have facilities for extracting cocoa but-

A "STRONG CASH POSITION"

does not always indicate STRONG MANAGEMENT



Model 651-CV Chocolate Refiner with Sight-O-Matic Control. Smaller models, down to laboratory sizes also available.

A "strong cash position" is only an accounting fetish, if it results from fear of taking normal business risks. Efficient machinery, turning out product at low cost, is a better asset than idle cash.

A profitable asset for chocolate manufacturers is the Lehmann Model 651-CV Chocolate Refiner with Sight-O-Matic* Control, which substantially reduces labor time per pound of chocolate. By decreasing the human element in chocolate refining, it increases the output and produces a better chocolate without depending too much upon the skill of the worker.

Write or telephone us for further information as to how Sight-O-Matic Chocolate Refiners can reduce your production costs.

If you intend building a new plant or renovating an old one, talk to us first. Our engineers are experienced in designing plant layouts for cocoa bean processing that have effected major production economies.

*Reg. U.S. Pat. Off.

LEHMANN

J. M. LEHMANN COMPANY, Inc.

MAIN OFFICE AND FACTORY: 546 NEW YORK AVE., LYNDHURST, N. J.

ter necessary for replacement of a larger amount of chocolate liquor with cocoa butter, which would have allowed for a better balance of these first milk chocolates. As it was then difficult to import cocoa butter, a strong taste of cocoa was prevailing at that time in chocolates. However the public, also accustomed exclusively to chocolates made with chocolate liquors and sugar, took very well to this sweeter new type of chocolate; more mellow and more satisfying. The pioneering of Daniel Peter was soon followed by other manufacturers. Some manufacturers settled down in regions known for the quality and abundance of fresh milk.

The chocolate industry followed the development of the milk industry closely and around 1900 milk powder made its appearance on the market. Thus Switzerland became a real milk chocolate center, the excellency and the quality of its products contributed greatly to the world reputation enjoyed ever since. The necessity to find a just balance between the aroma of the milk and of the chocolate liquor, invited the chocolate makers to increase the butterfat content. It soon became apparent that a more fondant and more mellow chocolate was the result.

The improvement of the equipment permitted increased refining. The fondant chocolates have certainly found a strong nucleus of faithful connoisseurs in matters of chocolate aromas. However, it was difficult to prevent an ever increasing number of amateurs, especially children from preferring milk chocolates.

The periods of restrictions brought upon by the last two wars have still strengthened the position of milk chocolate. Today the demand for milk chocolate in the Swiss market is four to five times greater than that of the fondant chocolate.

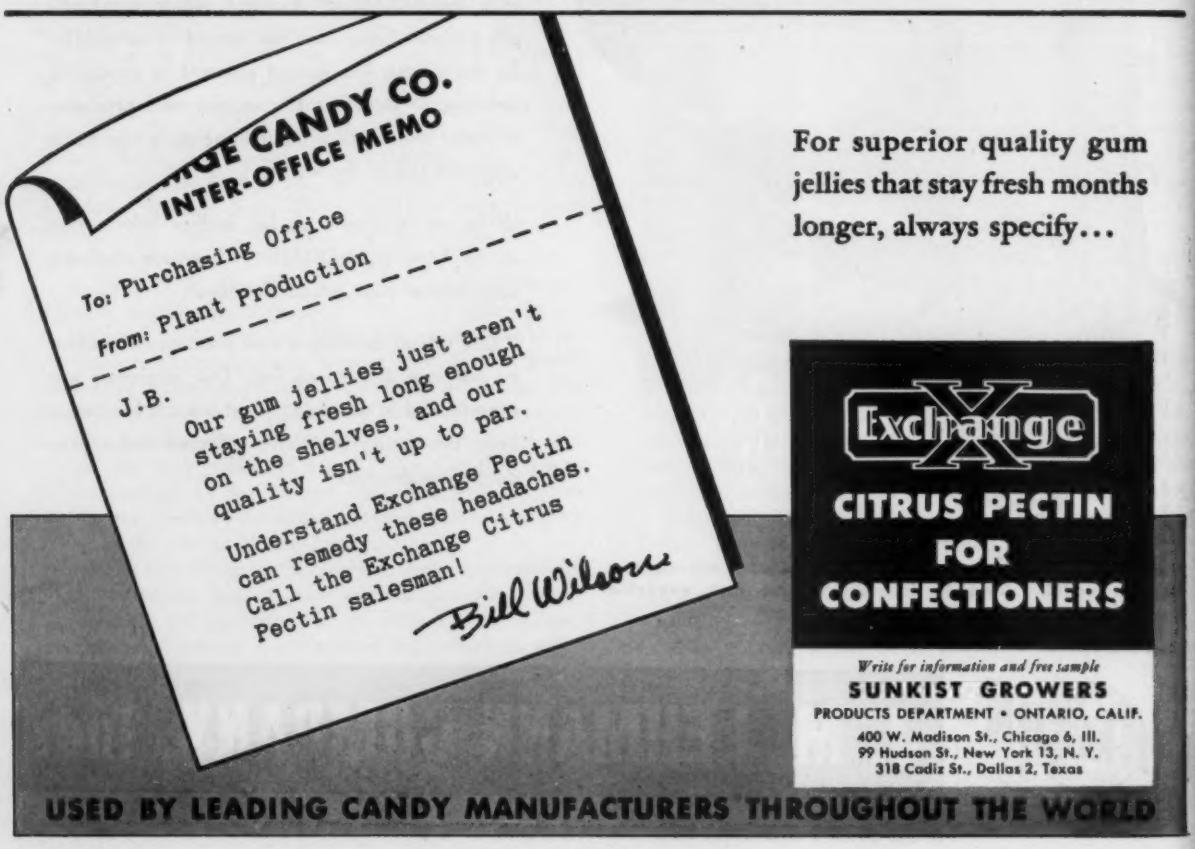
The milk chocolate passed through certain modifications. Through thorough processing, the various manufacturers created their own chocolate in which the aromas of the chocolate liquors and of the milk are remarkably blended. Swiss chocolate is neither a dry milk blended with aromats, neither a chocolate enriched with milk. We should recognize that the excellence of the milk products manufactured in Switzerland, being powdered milks, condensed milks or milks under other forms, did greatly help the manufacturers in their task. Each manufacturer does generally remain faithful to its own methods of combining milk and paste.

A tremendous importance has always been attached to the problem of conservation (keeping qualities) of milk chocolate. The results of the work done in that direction was achieved by six months of perfect conservation under Swiss latitude and atmospheric conditions. Due to new techniques, this period will be lengthened in the future.

The high standard quality of milk chocolate produced in Switzerland is well protected by legal prescriptions jointly promoted by the interested industries. Research has shown that chocolate made with a slightly defatted pulverized milk has better keeping qualities than that made from whole milk.

Candy Engineering

Mr. James A. King, The Nulomoline Division of American Molasses Company, talked on "Candy Engineering—Ingredients versus Process." This talk is given in brief elsewhere in this issue. THE END.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Our gum jellies just aren't staying fresh long enough on the shelves, and our quality isn't up to par.
Understand Exchange Pectin can remedy these headaches. Call the Exchange Citrus Pectin salesman!
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candy packaging

How Cracker Jack Tests
Their Folding Cartons

How Aluminum Foil Wraps
Sell and Protect Candy

The Chicago Candy Club's
Packaging Clinic

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THE
MANUFACTURING
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JUNE, 1953

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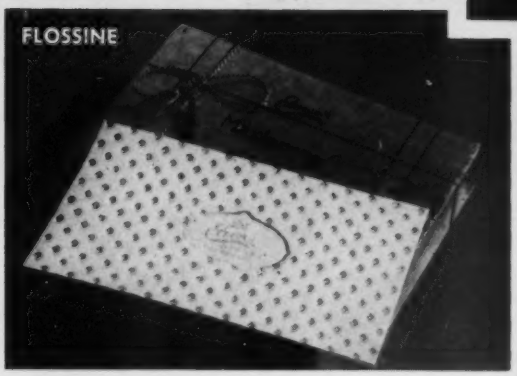

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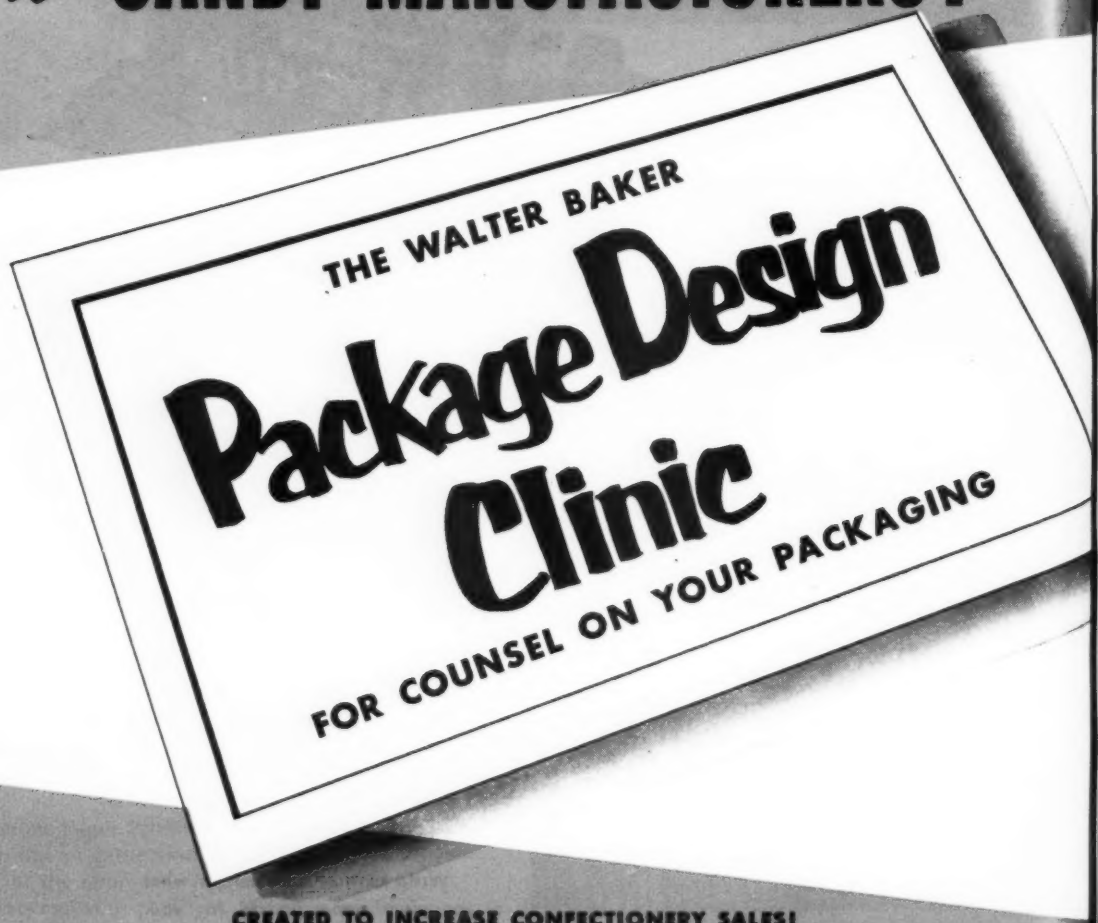

CREATED TO INCREASE CONFECTIONERY SALES!

Is your present package *really* designed to attract maximum sales? Here is a new, exclusive service, provided at no cost to Walter Baker customers . . . *created to increase confectionery sales.*

The Walter Baker Package Design Clinic gives you the opportunity to submit your present package for appraisal by Donald Deskey, a leader in package design, and the distinguished Clinic panel. They'll provide expert appraisal based on *your* product, *your* sales objectives, *your* market. Look to your Walter Baker consultant for outstanding service, technical know-how and the *tops* in high-grade:

Milk Coatings • Vanilla Coatings • Chocolate Liquor.

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DIVISION OF GENERAL FOODS CORPORATION, DORCHESTER 24, MASS. SALES OFFICES IN CHICAGO

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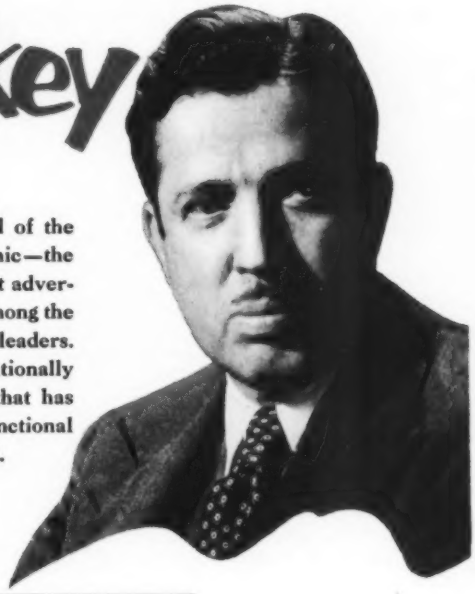
Serving you on the advisory panel of the Walter Baker Package Design Clinic—the heads of two of America's foremost advertising agencies, whose clients are among the nation's most successful business leaders. And, of course, Donald Deskey, nationally renowned for package designing that has set a new high in combining functional beauty with increased sales-appeal.



Here's How to Get Your Package Design Appraisal:

1. WRITE TO WALTER BAKER FOR FULL DETAILS

or

2. SEE YOUR WALTER BAKER REPRESENTATIVE, WHO WILL EXPLAIN THIS UNPRECEDENTED SERVICE TO YOU

or

3. VISIT THE WALTER BAKER BOOTH, NO. 41, AT THE N. C. A. CONVENTION

or

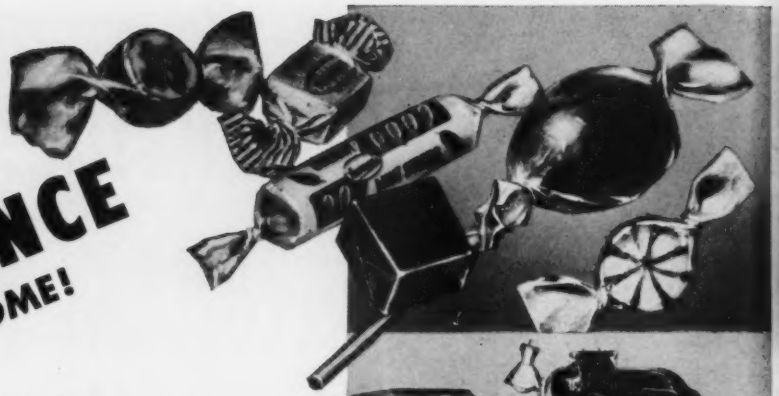
4. TALK WITH WALTER BAKER REPRESENTATIVES AT THEIR SUITE IN THE WALDORF-ASTORIA HOTEL DURING CONVENTION WEEK

Products of General Foods

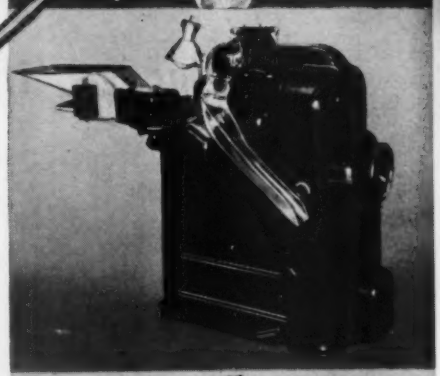
Chocolate and Cocoa

CLEVELAND, DETROIT, LOS ANGELES, NEW YORK, PHILADELPHIA. BROKERS IN ALL PRINCIPAL CITIES.

QUALITY APPEARANCE ...AND THEN SOME!

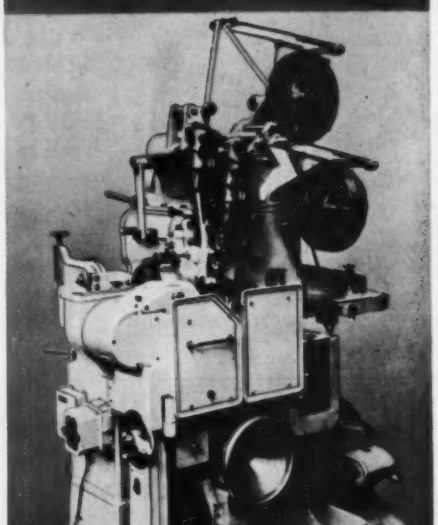


with FORGROVE Candy Wrapping Machines



Your plastic candy, hard candy, and pops gain added sales appeal when attractively wrapped by FORGROVE machines. But are you aware of the *additional* benefits you get by wrapping with a FORGROVE? First, FORGROVE machines produce tight, neat wraps that preserve the mouth-watering flavor of your candy and retard staleness. Second, FORGROVE machines efficiently wrap at high speeds and need little supervision, so your operating costs are reduced. Third, FORGROVE machines are ruggedly built to stand up under continuous high-speed operation year-after-year, so your maintenance costs are cut to a minimum.

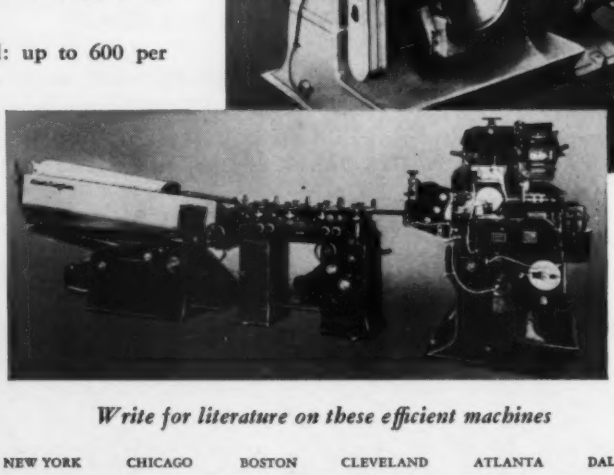
Look over the specifications of the new high-speed Model 22-B with automatic hopper feed, the 42-B and 42-C. The machine that fits your requirements will pay for itself through improved product appearance and reduced costs.



NEW High-speed Model 22-B. Wraps up to 200 pieces of hard candy per minute. Automatic feed unit requires virtually no attention of operator beyond filling. Forms a tight, fantail twist. Adaptable to cellophane, waxed paper, and reinforced foil. Printed understrip with transparent overwrap may be used. Easily adjustable for different sizes.

Model 42-B. Cuts and wraps candy fed in rope form. Produces folded ends; tails are turned under and heat sealed. Uses cellophane, waxed paper, or reinforced foil outer wrap in plain or printed design. Waxed paper or reinforced foil inner wrap may be used. Speed: up to 500 per minute.

Model 42-C. Makes fantail twisted ends. Speed: up to 600 per minute.



High-speed Hansella-Forgrove Set-up. Hansella 19-H Batch Former, 65-C Rope Sizer, and Forgrove Model 42 Cutting and Wrapping machine. Has a capacity of 500-600 pieces of hard candy, toffee, or caramels per minute.

PACKAGE MACHINERY COMPANY
SPRINGFIELD, MASSACHUSETTS

Write for literature on these efficient machines

NEW YORK CHICAGO BOSTON CLEVELAND ATLANTA DALLAS
DENVER LOS ANGELES SAN FRANCISCO SEATTLE TORONTO MEXICO, D.F.

"See us at the Confectionery Exposition—Waldorf-Astoria Hotel, New York—June 16-18"

ecking the strength of the carton the use of a Mullen tester. This rument tests the bursting strength the carton board.

The weight of a carton is determined on a precision laboratory scale. This figure is used in the moisture test, and to check the count of incoming cartons.

A mechanical convection oven is used to drive the moisture out of the carton to find the original moisture content. It is also used in other standard tests of quality control of candy.

Using a micrometer to determine the calibre of the carton board. This test, together with the Mullen test, indicates the general quality of the stock used by the converter.

TESTING FOLDING CARTONS

by WILLIAM HOLTZ, as told to ALLEN ALLURED

THE most important thing about setting specifications, and revising them, is to strike a happy balance between what you would consider ideal specifications, and what your suppliers can provide. Specs can be set too high, so that you restrict the number of supply sources: on the other hand, if your specifications are set too low, or are non-existant, you are inviting all kinds of trouble, not only in your plant, but also in the chain of distribution. Machines can jam on poorly made, or inaccurately measured cartons. Weak cartons cause breakage, spillage and product waste both in the plant and all the way to the retail store.

We receive our cartons in cases, with about 1200 in each case. We pick several cases at random to check and from each one we take about 12 to 18 cartons. Groups are formed with one carton from each case, and each of these groups go to one of the testing stations.

The first test is strictly practical. Our factory superintendent takes one of the groups and runs them through the carton set-up machine. The cartons must run through this machine without jamming it, and must set-up properly. This is primarily a test of the accuracy and depth of the scoring, cutting, and glueing. The scoring must be accurate and parallel, and just the right depth, the cutting and glueing must be accurate.

We then test another of the groups on a Mullen tester, to gauge the bursting strength of the carton board. We require a minimum test of 70 pounds.

The second standard test is for the moisture content of the board. Several samples of the board are weighed, then placed in a mechanical convection oven which draws off the moisture in about 15 to 25 minutes. The boards are weighed again and the moisture content calculated. The maximum moisture content of the board for our cartons is 7%. This is actually about as low as we can specify, as the carton manufacturers claim that they cannot work board with any less moisture content. It is quite important to keep the moisture content as low as possible, as with hard candy it has a distinct effect on the keeping quality fo the candy. A further test of the quality of the board is made by checking the thickness with a micrometer.

We feel that the sense of smell tells us one of the most important characteristics of the board. A bottle is prepared with several cartons torn into small pieces. Another bottle will have carton pieces with a handful of our candy. After they have been sealed for several hours, they are opened and checked for any objectionable odor. Candy is very susceptible to odor pick-up and any type of residual odor in the board will show up in candy. If there is no objectionable odor in the test bottles within a few hours, we know that none will develop in our cartons.

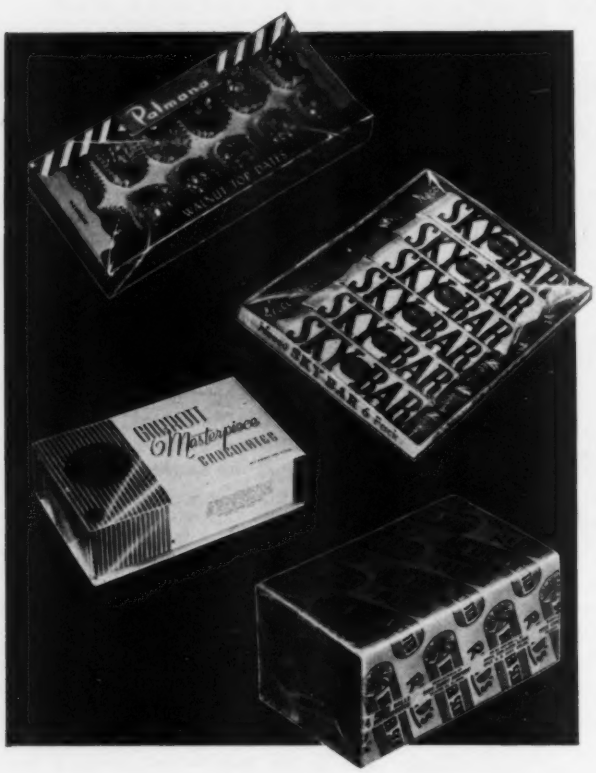
A visual inspection is made of the quality of the ink, and for ink smears on the inside of the cartons. Rubbing the carton will show if the ink will stand handling between the factory and the retail counter.

Occasionally a case is counted by hand to check that the number of cartons shipped agrees with the amount we are billed for. Actually, we calculate from the weight arrived at in the moisture test the approximate gross weight of the entire shipment, and if the actual weight of the shipment comes close to that, we can be fairly sure that we have received full measure. We also make an occasional test to determine the ream weight of the board stock. This is just a further check on the quality of the board, and is only used when there seems to be a need for it.

WRAP ALMOST ANY SHAPE OR SIZE PRODUCT AUTOMATICALLY WITH A HAYSSEN ...SAVE HALF YOUR MACHINE COST

ADD EXTRA BUY APPEAL TO

Boxed candy, bar candy, oblong shaped cartons, square containers, plain and extended edge boxes, trays.



• Millions of boxes of famous-name candy are wrapped on Hayssen Automatic Wrapping Machines. A Hayssen costs far less than you think and occupies about half the usual floor space. Overwrapping candy with a Hayssen serves a three-fold purpose: makes a neater, tighter package, increases shelf life, and adds to the fresh-looking appearance of your package.

The Hayssen machine is fully automatic... easily handles and heat-seals cellophane, wax paper, foil, etc. (plain or printed). Electronic registration of printed message perfectly at right location on the package. The Hayssen unit can be operated by only one or two persons or can be hooked into an automatic line which eliminates the need for any operators. Special attachments are available.

Over 42 years' experience gives Hayssen machines unmatched performance, low first cost, overall economy of operation and maintenance. Many Hayssen units are in use today that were purchased over 20 years ago.

Write for Bulletin on Hayssen Candy Wrapping Machines. Tell us your wrapping problems—we have the answer.

IT PAYS TO WRAP THE HAYSSEN WAY

Hayssen MFG. COMPANY

Dept. MC-6, SHEBOYGAN, WISCONSIN

Since 1910, One of the World's Largest Manufacturers of Wrapping Machines

Milprint PACKAGES STOP, TELL AND SELL

CONSUMERS FOR SCHUTTER CANDY COMPANY

Familiar sights on candy counters everywhere are candy bars by Schutter—colorfully packaged in saleswinning Milprint wrappers. Like many of the nation's leading candy manufacturers, Schutter knows the public responds to eye-catching design, brilliant precision printing and inviting "buy appeal"—so Schutter chooses Milprint packages!

Backed by over 50 years' experience, nationwide facilities and the widest variety of packaging materials and printing processes available anywhere, Milprint is the choice of the leaders for "package salesmen" that earn bigger sales. For packages that stop, tell and *sell* your customers best, call your Milprint man—*first!*

This insert printed by Milprint

Milprint INC
PACKAGING MATERIALS
LITHOGRAPHY & PRINTING

General Offices, Milwaukee, Wisconsin
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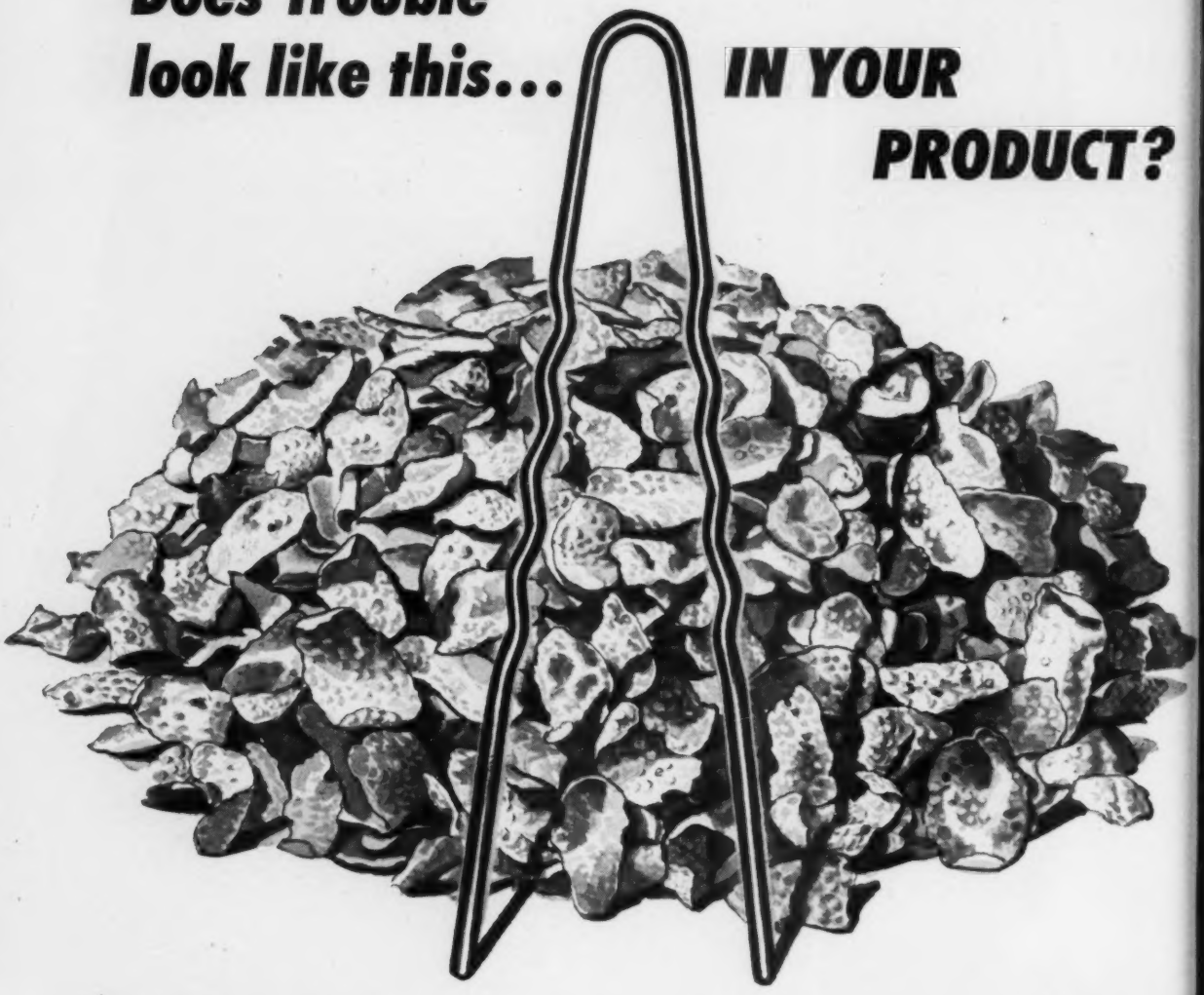
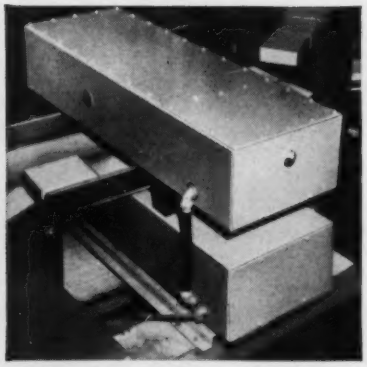
Printed Cellophane, Pliofilm, Polyethylene, Acetate, Glassine, Foils, Folding Cartons, Bags, Lithographed Displays, Printed Promotional Material

Does trouble look like this... IN YOUR PRODUCT?





RCA Metal Detector fits around conveyor. Complete inspection provided by this reliable detector prevents stray metal from contaminating your product.

RCA Metal Detector finds stray metal in raw or packaged product

NOW YOU CAN SAFEGUARD product quality completely . . . *automatically* . . . *electronically* . . . *economically*—with an RCA Metal Detector. It will provide 100% inspection—will thoroughly search every ounce of your product during processing or packaging operations. Tramp metal as tiny as a .039" diameter steel sphere will be located by the RCA Metal Detector . . . at conveyor speeds up to 1,000 feet per minute.

Use it to shut down your line, sound an alarm, or divert contaminated items from your line.

This dependable unit probes all the way through bulk materials and package goods—finds metal no matter how deeply imbedded.

Add the RCA Metal Detector to your Quality Control team. Write RCA Engineering Products, Dept. 197R, Camden, New Jersey, for full details.

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More Sales are "in the bag"

when you use NASHUA packaging!

Because most candy is purchased on *impulse*, you can use your package to increase sales. Best way to do that is to call Nashua.

Whatever you need in flexible packaging material to give your product a sales push, get Nashua's packaging experts working for you. From the design of a new package to the printing of clean, bright Cellophane or Polyethylene, Nashua can put more *impulse action* in your package. Write today.

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NASHUA, NEW HAMPSHIRE

NASHUA

Everything in Flexible Packaging that Sells...

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PRINTED FILM • WAXED WRAPPERS • BOX PAPERS • BOX STAYS
GUMMED PAPERS • HEAT SEAL PAPERS • FLOCKED PRODUCTS • PARTY PAPERS • PRINTED BANDS • CORRUGATOR'S TAPE • SEALING TAPE
MOISTENING MACHINES • TECHNICAL PAPER PRODUCTS

DOW

CANDY STAYS FRESH LONGER IN TRANSPARENT SARAN FILM

This DOW plastic gives greater moisture protection than any other plastic film available for packaging

Candy packaged in saran film keeps its customer-tempting freshness almost indefinitely. There's little chance of its getting sticky or too dry in this tough, impermeable film.

Saran film's ability to keep candy fresh and to display it to its best advantage means more sales for the candy manufacturer using this film. For few store customers can resist the impulse to buy fresh candy, temptingly displayed. And when the customer savors the freshness of saran-protected candy, he comes back again for more.

Saran film's sparkling clarity and smooth appearance are important factors in adding eye appeal and sales appeal to products.

Why not give your candy the many advantages of this packaging? Saran film bags, either plain or with your product name attractively displayed, are readily available. Also, a Simplex Electronic Bag Machine has been specifically designed to make these bags. Saran film can be heat-sealed, sealed electronically or by a capper. For further information, write to THE DOW CHEMICAL COMPANY, Midland, Michigan, *Plastics Department, PL 1386A.*

you can depend on DOW PLASTICS

DOW

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n your
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s been
n film
capper.
EMICAL
rtment,

TIONER

Mr. Totten discusses the properties of aluminum foil as a packaging material, and the forms in which it is used to serve various packaging needs. He also describes the many types of laminations of foil, and how each may be used to the best advantage. Reyseal is noted particularly, as its properties of heat sealing are very adaptable to candy pckaging.

How Aluminum Wraps Protect and Sell Candy

by A. I. Totten, Jr., Reynolds Metals Company

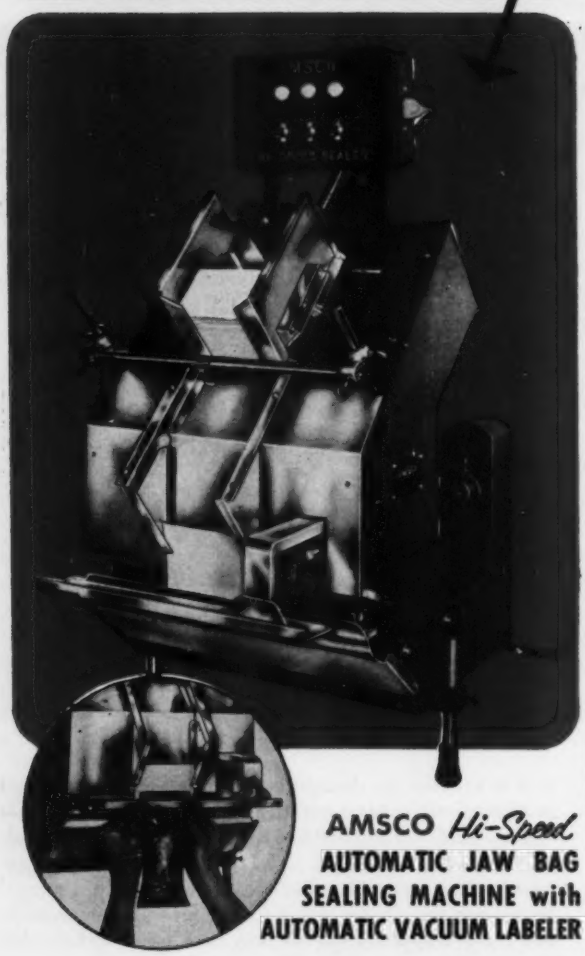
IT is indeed a pleasure as well as a privilege for me to have this opportunity to present to such a fine gathering a brief picture of how aluminum foil is being used for packaging purposes today and what it offers for the confectionery industry tomorrow.

I know that each of you is acquainted with many of the present uses of aluminum foil in addition to the confectionery ones, since you see it daily on cigarette packs, beer bottles, cleanser canisters, sugar coated cereals, butter, margarine, dehydrated soups and a host of other food items. The wide adoption of this product, particularly during the past few years for packaging purposes, has made the general public foil conscious. Naturally, questions arise in many peoples' minds as to why this shiny thin metal is becoming so widely used. Prior to World War II this question arose very rarely, because at that time Mr. John Q. Citizen thought that aluminum foil on any package was tin foil and that aluminum foil itself was only a laboratory novelty. Even today I would venture to say that the thought is very prevalent that this foil is used primarily for decorative purposes. I can assure you that if aluminum foil had to be sold *only* on its eye appeal, the concerns producing it could reduce their entire organizations and production facilities by at least 90 per cent. In saying this, I do not want to give the impression that the eye appeal imparted to a package by a foil label or wrap is not important; it is, and in many instances is responsible for the housewife making that most important purchase, the initial one. However, the major selling point on this metal foil to the processor is the protection it affords his packaged product. Although eye appeal might affect an initial sale of a product, it is the maintenance of the product's uniform quality during its normal storage life on the store shelves and in the home that resells it.

Properties of Aluminum Foil

Now why is it that in a great many instances alum-

BAGS automatically
HEADER-LABELED
and HEAT SEALED
in ONE, Hi Speed
Operation



AMSCO Hi-Speed
AUTOMATIC JAW BAG
SEALING MACHINE with
AUTOMATIC VACUUM LABELER

The most widely used automatic header label sealer . . .
for no other machine combines these essential features:

- Positive label feed
- Quick, simple label changeover
- Wide range of label sizes, shapes and materials
- Seals ALL types of heat sealable bag material
- Positive and dependable hole punching.

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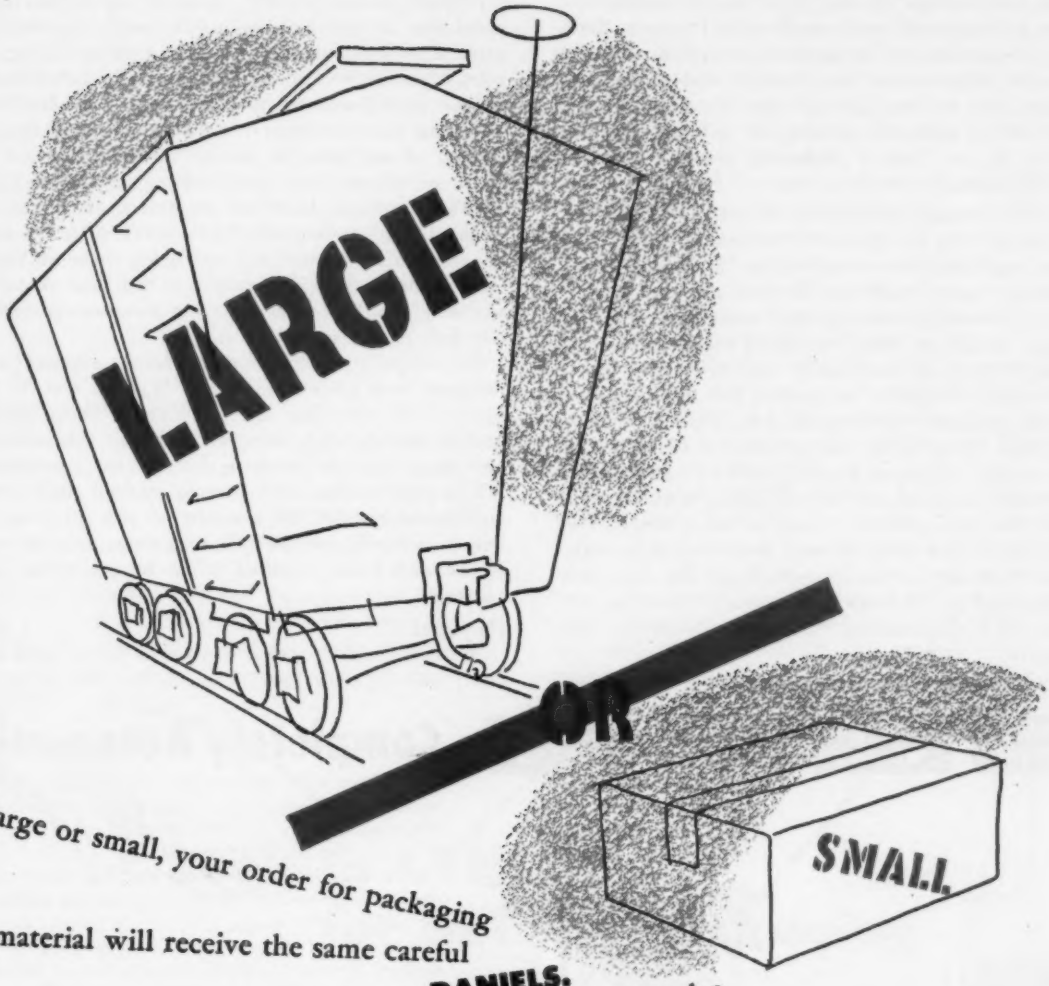
inum foil, better than any other packaging medium, can perform this function at a very reasonable cost. In the first place, it is light-proof and helps prevent rancidity in such fat-containing products as butter, oleomargarine, meats, certain candies and nuts. Secondly, it is moisture vapor-proof, thus preventing either moisture loss or moisture gain. It is also odor-proof, preventing either odor pickup or loss. It is radiant heat-resistant thus minimizing loss of heat or cold by exposure to radiant energy. It is flexible and moldable which permits its easy handling on today's high-speed packaging machines and makes it hug the product closely when used as an intimate wrap. It can be readily made heat sealable by the application on high-speed equipment of thin coatings of heat-reactive lacquers. Lastly, but of utmost importance, it is completely non-toxic.

Before going into certain specific cases as to the reasons for the adoption of aluminum foil by many large food and non-food processors, I want to cover briefly various laminated stocks that can be produced in which foil is a component part. Aluminum foil by itself or with a protective coating has been determined to be a logical and most economical packaging material for such items as yeast cakes, cheese, bouillon cubes, candy bars and candy kisses. However, in a great many instances it is desirable to combine aluminum foil with paper and plastic film, or a combination of these, to give the final material the desired characteristics to meet a customer's requirements at the cheapest price. In combining most papers to foil it is general practice to apply an aqueous adhesive to one of the components, bring the two components together and then drive off the water constituent of the adhesive through the paper by passing the stock through a heated tunnel. This procedure cannot be used when foil is to be combined with a plastic film, since the water cannot be driven out either through the aluminum foil or film. In laminating stocks of this type it is general practice to apply a thermoplastic adhesive to one of the components, evaporate the solvent component of the adhesive by passing the web through a heated tunnel and then joining the two components with a pressure roll while the adhesive is still warm and in a thermoplastic state. Another method for combining a plastic film with foil is to extrude the film in a molten state directly on the foil. With a plastic such as polyethylene that will adhere satisfactorily to aluminum, this is by far the most economical method of producing a film-foil stock. It eliminates the necessity of first casting or extruding a free film which must subsequently be bonded to the foil with a solvent-containing adhesive. Therefore, by extruding you eliminate one operation as well as the cost of an expensive adhesive.

Coating and Printing

The coating and printing of the aforementioned stocks are performed on high-speed equipment and the main production requisites are a uniform lay-down and ready removal of the solvent component. Naturally, in the case of printing a very high degree of registration of the various colors is required to give the beautiful printing job you see on the foil labels and wraps on your confectionery and grocery store shelves.

The formulation of the adhesives, coatings and inks used on foil materials is an art all in itself. There are hundreds of different types of these products used to meet



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various end use requirements. In the case of aqueous adhesives such ones are used as sodium silicate, starch, casein natural latex, casein-synthetic latex and polyvinyl acetate. Each of these has its own particular characteristics which determines its suitability for the end use. For heat seal coatings, the two types most generally used are ethyl cellulose and vinyl copolymers. However, these two basic materials can be varied in an infinite number of ways, not only in the type of ethyl cellulose or vinyl resin used, but by the type and quantity of plasticizer incorporated. A heat seal coating that will function satisfactorily on one type of packaging machine will not necessarily work on another type.

The clear coatings used either directly on the foil or over printing inks are generally formulated from ethyl cellulose, nitrocellulose or vinyl resins. In some instances the coatings used directly on the foil are employed to prevent any reaction occurring from moist foods or those very high in salt or other condiment content. Coatings over the printing inks are usually used to increase gloss, improve scuff resistance, or protect the inks in other ways from products, which would have a deleterious effect on them. The printing inks used on foil stocks, which may be applied either on the foil itself or on the backing material according to the individual requirements, are basically nitrocellulose, vinyl or resin types. The composition of these inks will vary according to the substrate to which they are being applied and also the method of application. All three basic types of printing are used on foil stocks, namely, flexograph, letterpress and rotogravure.

Before going into what aluminum foil has to offer the confectionery industry, I am going to cover briefly the reasons why various other food processors, as well as non-food processors, are using it. The dried fruit industry, one of the first to adopt an aluminum foil wrap, did so since a constant moisture content is a "must" for dried prunes, peaches, apricots and apples. Cheese processors use this foil because it "hugs" the cheese and protects it from moisture loss and deteriorating light rays. Many brewers have adopted a foil label because of its eye appeal and the fact that their beer bottles can be left in water coolers for many days without the labels coming off and thus, the product identification lost. You might be interested to know that approximately 25,500,000,000 bottles of beer and ale are consumed annually in the United States, which is equivalent to 186 bottles for every man, woman and child. My State of Virginia only consumes 50 million bottles of this total, or an average of 17 bottles per person; but then we are basically Bourbon drinkers.

The adoption of aluminum foil by the cigarette manufacturers took place after World War II. For 75 years prior to the war, they had employed a much more expensive lead-tin foil liner. It has been determined by one large cigarette concern that the use of aluminum foil in place of the much heavier lead-tin stock saves it approximately $400,000 annually on just shipping costs. Based on this figure, the entire cigarette industry is saving between 2 and 3 million dollars because of the lighter package.

Reyseal

A stock which is called Reyseal is being used extensively over cigarette cartons and is also used as an over-

Completely Automatic!

Here is the new, efficient way to package candy in window boxes or cartons. Automatically forms carton, fills, weighs, and closes the carton.

Only one attendant needed.

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wrap for sugar coated cereals, photographic film, cookies, confections and frozen fish fillets, to mention only a few. Although there are many modifications to Reyseal, basically it consists of a light gauge foil wax laminated to a very light weight tissue paper. The tissue is sufficiently thin and porous so that when a heating iron is applied to the foil side of the stock, the wax bleeds through the tissue. Upon removing the iron, the wax solidifies immediately effecting a permanent seal. One interesting story I would like to tell you is that at the time Reyseal was being considered for cigarette cartons several hundred cases of the overwrapped cartons were included in a regular shipment going to the Philippine Islands. The cartons were all stored in the hold of the ship, and shortly after departure from the West Coast, the ship sprang a leak during a bad storm. Upon arrival at its destination, water in the hold had completely disintegrated the outside shipping cartons and had ruined all of the cigarettes except those with the Reyseal overwrap. These were all in perfect smoking condition.

Aluminum on Candy

Let's consider now what aluminum foil has done for the confectionery industry, and what we might expect it to do in the future. Just recently I went into a small candy store to determine how many products on the shelves were wrapped in foil. Altogether there were 30 distinct and separate items including chocolate bars, candy kisses, chewing gum and an assortment of hard candies. I am not acquainted with the exact reason why each of the 20 to 25 different confection manufacturers, represented by this group of products, adopted an aluminum foil wrap. I do feel safe in saying though that in almost every instance it was primarily so that his confection would be in as near perfect condition as possible when it reached the consumer. We all know that this is of utmost importance if re-sales are going to be made. Last summer I had the experience of buying a certain brand of paper wrapped chocolate bars. Once was on a ferry boat and the other time in a small country store. It just happened that in both instances the bars were so dry they had bloomed badly, were crumbly and were completely inedible. It was over 6 months before I again purchased a bar of this make.

From what I have said so far the impression might be gained that those of us in the aluminum foil business feel that a foil intimate wrap or an overwrap is probably the panacea for all of your confection packaging problems; that by their use the estimated 6 million dollars worth of confections returned annually due to poor shelf life could be eliminated, and the uniformity of your products maintained indefinitely. This is certainly not the case, as we all realize, and I freely admit it. I hasten to add though that it is my opinion that you have very few packaging problems where aluminum foil should not be given serious consideration.

Dr. Woodruff and Mr. Heaton in their article "Extending Candy Shelf Life" note that "After 6 months, peanut planks, chocolate coated peanut roll bars, fudge bars, spun peanut butter bars and coconut bars were better when stored in a foil wrap than in wax paper cartons". These tests were conducted at 70°F. These gentlemen note also that "Candy with exposed nuts such as peanut planks or those without a coating respond most

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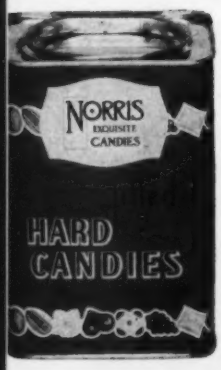

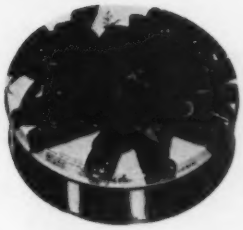

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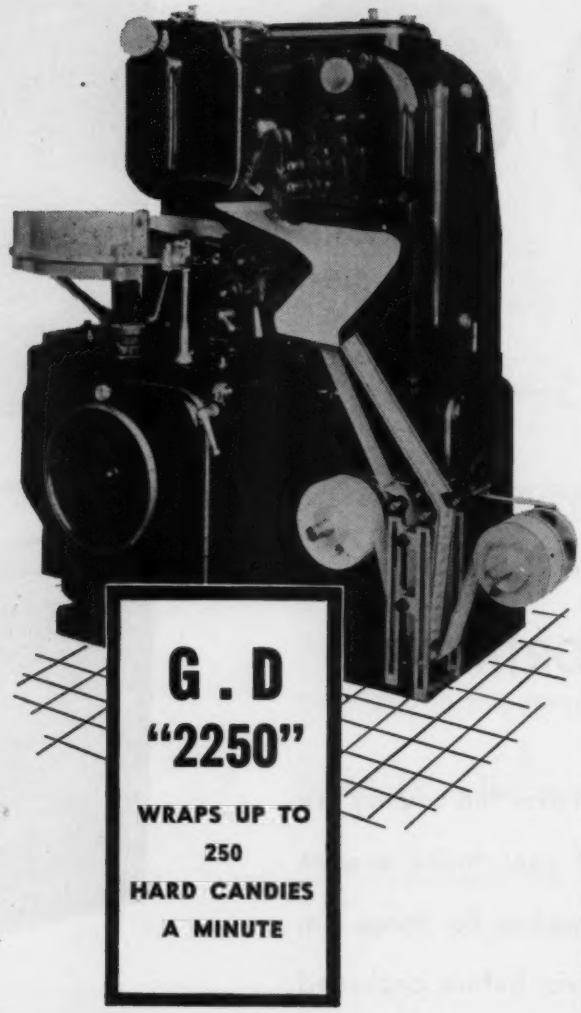

With the G.D. "2250", one operator can wrap any shape of preformed hard candies in plain or paraffin paper, cellophane, foil or cellophane and foil, with either a double bow-twist, single bow-twist or side bow-twist. Semi-automatic feed permits wrappings such as these at speeds up to 250 per minute.

Variable speed controls and easily changeable feeding plates make the G.D. "2250" adaptable for handling candies of different sizes, shapes and consistencies. One operator, without special skills, can quickly make the necessary changes.

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favorably to a foil overwrap". These findings, based on a very extensive and thorough research program, are significant and actually tend to confirm results we have obtained in our research laboratory. I say tend to confirm rather than do confirm, since our technicians are only laymen when it comes to assigning organoleptic ratings to a series of test food products. Our tests with foil intimate wraps and overwraps have been conducted on:

Milk Chocolates
Creamy Mints
Cough Drops
Chewing Gums
Cocoanut Date Mix Candy
Mixed Nuts
Life Savers
Spun Peanut Butter Bars
Taffy
Peanut Brittle
Chocolate Coated Peanut Caramel Bars, Marshmallows, Pecans and Covered Creams.

Advantages of Foil

Time does not permit me to discuss the comparative results obtained on each of those confections wrapped in foil and wrapped in other commonly used materials, but I do want to present some of our findings, one or more of which holds true for each of them. Here is what aluminum foil might do for your product:

1. Retard mold growth.
2. Decrease shrinking.
3. Reduce blooming.
4. Decrease temperature and thus assist in preventing melting in summer months.
5. Assist in retention of flavor.
6. Retard insect infestation.
7. Prevent contamination from outside odors.
8. Decrease moisture loss and moisture gain.

To illustrate this latter point, I have some slides which will give you a general idea of the results you might expect.

Let's go back to the estimated 6 million dollars worth of confections returned annually due to poor shelf life and storage quality. This figure seems to me to be of extreme importance even though it represents only six tenths of your billion dollar yearly business. It indicates that the consumer is actually purchasing deteriorated confections, costing him many times 6 million dollars. Most of these purchases you never hear about because it is human nature not to take the trouble to write a complaint letter about a 5 to 50 cent item. You still lose though, since you don't make a re-sale.

Let me sum up by saying that with the perishable products you are manufacturing, the stringent storage requirements of the military and the necessity of storing confections for long periods due to the irregularity both of consumer consumption and the harvesting of necessary agricultural products, you cannot afford to relax on your studies of the packaging materials best suited for your product. Although aluminum foil either by itself or in combination with other materials will not be the answer to all of those problems, it certainly warrants a thorough evaluation whether you desire an intimate wrap, an overwrap, an envelope or a rigid container.

THE END

Just Published

How to Salvage Scrap Candy

by WESLEY H. CHILDS

This booklet is a complete revision of the authors work "Modern Methods of Candy Scrap Recovery" published in 1943. A considerable amount of information has been collected since that time on methods and techniques of salvaging scrap candy. This booklet covers all types of candy, and gives many practical and economical ways of converting scrap candy into a useful form for re-use.

Candy Production Methods and Formulas

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This is a big 640 page book designed to give practical information on (1) ingredients and cooking action, (2) mixing, coating, etc., (3) trouble shooting. Over 500 formulas are given, with the methods of processing, and their reasons why.

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Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

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This volume concerns the reconstruction of formulas from analytical data. Where satisfactory methods of analysis are of general knowledge they are incorporated by reference. All specially developed methods and procedures are incorporated in detail.

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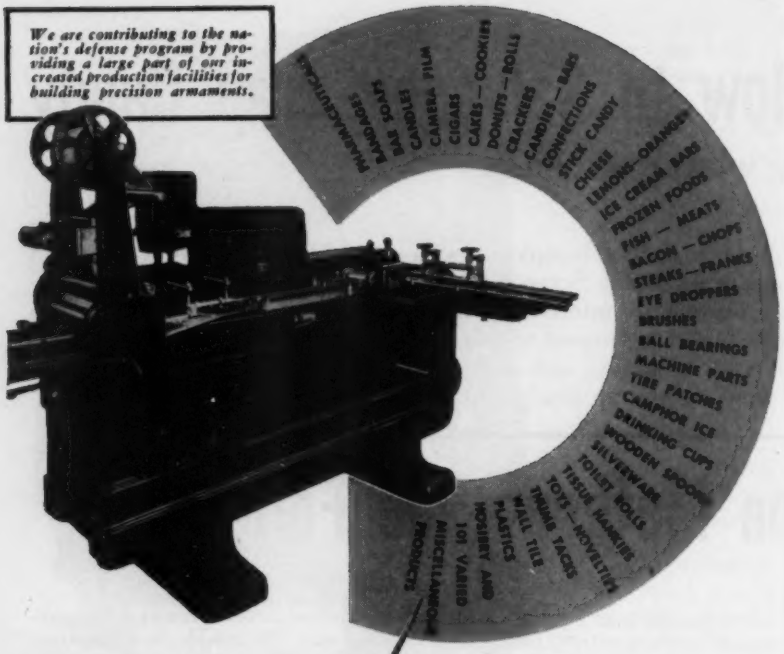

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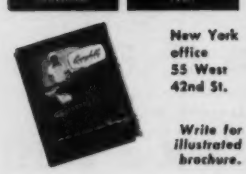

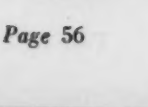

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The Chicago Candy Club's

PACKAGING CLINIC

May 11, 1953

A PANEL made up of four candy buyers and one packaging designer gave a most interesting analysis of contemporary candy packages, and what might be done to improve their quality and effectiveness. The buyers on the panel were Mr. A. Bloom—Director of Purchases at Balaban & Katz Theatres; Mr. M. Bloom —S. Bloom, Inc.; Mr. Hubert Wolfe —Director of Candy Merchandising at Walgreen Drug Stores; Miss Harriet Sumner—Candy Buyer at Wiebolt Stores. The package designer was Mr. Bradford Haywood—National Art Director at Milprint, Inc.

The panel first went on record as believing that the primary prerequisite for sales was quality candy. The best package cannot sell poor quality candy.

A question was raised regarding the respective merits of transparent bags, and window boxes. The consensus of opinion seemed to be that each type of packaging was useful for a particular situation. Window boxes are used primarily where protection is important, such as with chocolate covered candies, and candies that are easily crushed. Transparent bags seem to be of primary value when the view of the product is the most important factor. Cellophane bags have outstanding display value, and the newer types have very good

protection value. Polyethylene is sometimes preferred for its exceptional protection value. There also seems to be a distinct geographical preference, as the west coast shoppers are partial to bags.

Another aspect of the packaging problem was touched on. This related to the size, and therefore the price, of packages. The panel members agreed that there were some very distinct pricing patterns, and that manufacturers would do well to consider these when setting the size and weight specifications of their packages. The most popular prices are usually 29c in the summer and 39c in the winter, the difference being accounted for because of the popularity of chocolate goods in the winter, and their disappearance in the summer months. It would seem to be more acceptable to retail outlets, and therefore presumably to consumers, for the manufacturer to adjust the weight of candy in a package to conform to this or some other acceptable price scale, than to put an arbitrary amount of candy in a package and let the price fall where it may.

Price marks are a rather knotty problem for the retail store. It seems that the type of outlet for the box is one of the best ways to determine the need for a price. Generally, packages retailing under 50c should have a spot for a price mark, while those over 50c should not.

The relative merits of the brand name and the type of product were discussed. The panel said that the first consideration would be the acceptance of the brand name. If the candy is known to the consumers primarily by the brand name, that should be given the most prominent display on the package. However, when the brand name is not well known, and certainly on non-advertised brands, the type of candy would receive the most prominent position on the package.

Several candy packages were mentioned as outstanding by various members of the panel. These were:

"Miniature Mix" by J. O. Welch Candy Co.

"Because it is clean looking, displays well"

"Golden Flair" by Stephen F. Whitman & Sons, Inc.

"Because it received such good customer acceptance as soon as it was introduced"

Van Duggen's Chocolate Shoes.

"Because of the display value of an open-faced, cello-wrapped box. One box in 20 is wrapped that way"

Polyethylene Bag line by Farley Manufacturing Co.

"Outstanding because of its attractive ribbon tie, and consumer acceptance"

Family line of window cartons, by E. J. Brach & Sons.

"Very clean looking, stack and display very well with other merchandise, and are not too cluttered."

Duncan's Toffee Package.

"Very distinctive and attractive."

Members of the Panel recommended that manufacturers should consult occasionally with candy buyers when contemplating a change in packaging. With the buyers' experience in seeing what is selling, and comparing the merits of many manufacturers packages', they can often give valuable information on specific points of the package.

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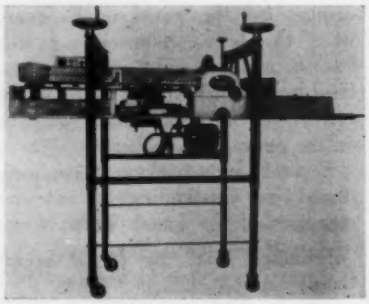
An Electronic Bag Maker

. . . for Saran film has been developed. Plain or gussetted bags may be produced on this machine at rates from 50 to 60 per minute. This machine can also attach a wrap-around label to the bag. For further information write:

Simplex Packaging Machine Co., 534 23rd Ave., Oakland 6, Calif.



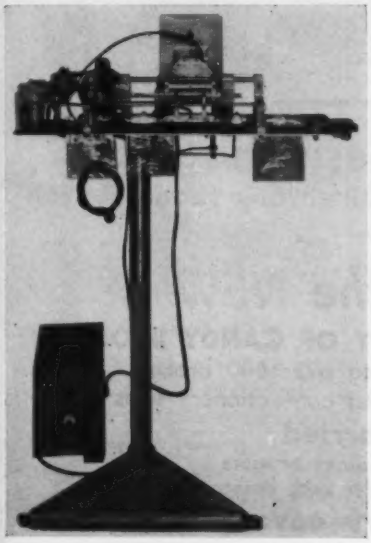
New Labeler-Sealer

. . . heat seals bags and affixes labels in one continuous operation at production speeds to 900 lineal inches per minute. Designed to insure positive closure, bags may be folded

NEW Packaging

before sealing as an additional guarantee of complete closure. Coding and hole punching devices are available. Labels may be sealed completely to the bottom, evenly divided on both sides, or labels may be sealed only partially on the front side. For further information write:

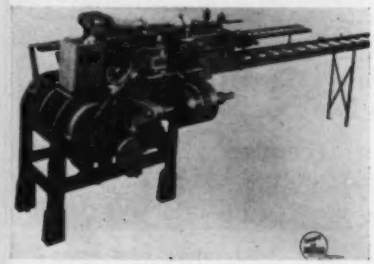
Doughboy Industries, Mechanical Div., New Richmond, Wisconsin.



An Electric Saran Bag Sealer

. . . has been developed for sealing bags at the rate of 25 to 40 per minute. For further information write:

Simplex Packaging Machinery Co., 534 23rd Ave., Oakland 6, Calif.



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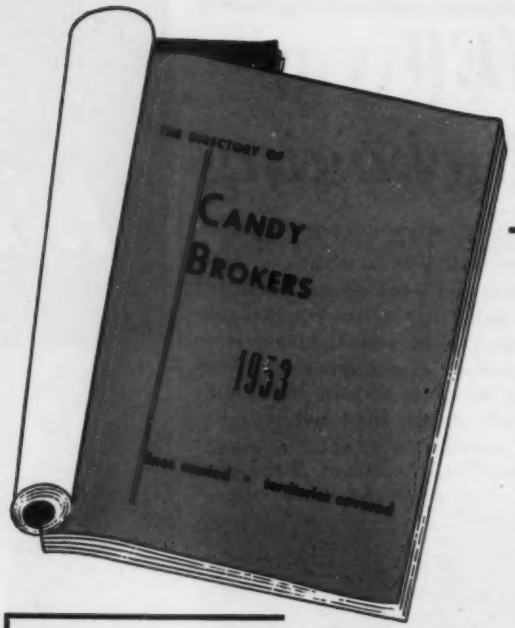

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tight seal on the bottom of the box, a great advantage for candies which are very sensitive to exposure to air and moisture. For further information write:

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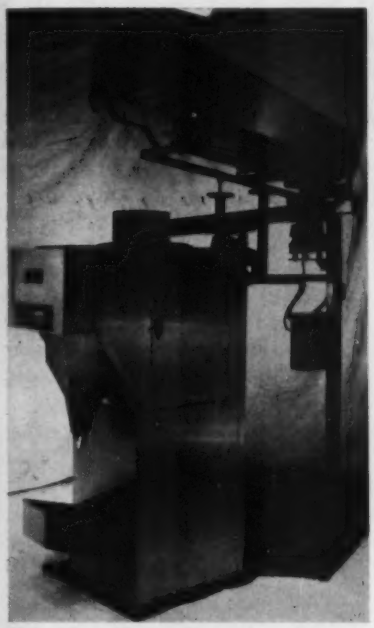

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. . . can be fed from an overhead feeder or from a floor hopper. The weigher can be either semi-automatic with the operator placing bags up at the weighing unit, or can be equipped with a rotating wheel where the operator can handle 30 bags per minute. The equipment can also be supplied completely automatic, where the bags are picked up, opened, filled and sealed without the benefit of an operator. For further information write:

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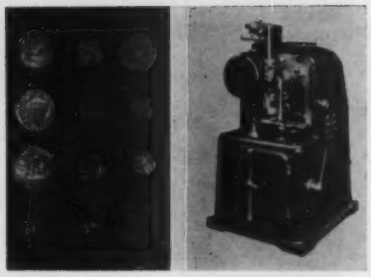

embossed, at the rate of 80 to 100 per minute. Using only one roll of foil, the machine seals each piece with sharp corners. Both sides of the piece may be embossed, and the edge may be serrated. The disks may be from 11/16" to 2" in diameter, and from ⅛" to 3/16" in thickness. For further information write:

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HEEKIN Lithographed CANS
THE HEEKIN CAN CO.,
CINCINNATI, OHIO

• **Pangburn Candy Co.** is using a very effective point-of-sale display stand of corrugated board. The candy is shipped in the inner box separate from the sleeve. After the candy has been unpacked, the sleeve is put around the box to serve as a counter and display stand. The inner packing includes a double-wallpad to give added strength on top when boxes of candy are displayed there. This box won an honorable mention in the Fibre Box Association Box Competition. Produced by Hinde & Dauch.

Conventions -- Meetings

June 8—Chicago Candy Club Business meeting. Election of Officers. Como Inn Restaurant, 546 Milwaukee Ave., Chicago, Ill.

June 10-12—Southern Wholesale Confectioners Ass'n, Jung Hotel, New Orleans, Louisiana.

June 10-12—Southern Salesmen's Candy Club, Jung Hotel, New Orleans, La. Annual Meeting.

June 12—Chicago Candy Club Annual Golf Outing & Dinner, St. Andrews Golf and Country Club, West Chicago, Illinois.

June 13—Candy Square Club of New York City, Annual Boat Ride.

June 14-18—National Confectioners' Ass'n, Waldorf-Astoria Hotel, N. Y.

June 14—Associated Retail Confectioners, 33rd Annual Convention, N. Y.

June 18—Confectionery Salesmen's Club of Baltimore, Inc. June Outing at Conrad Villa Shore.

June 18—New York Candy Club, Inc. monthly meeting. Park Sheraton Hotel, 8:00 pm.

June 20—Los Angeles Candy Club Outdoor Picnic & Barbeque at the Ehrenclou Estate in Chapman Woods, Calif.

June 20—St. Louis Candy Sales Assoc., Picnic and Stag at the Santa Maria Club Grounds.

June 20-25—National Food Technical Conference, Boston, Mass.

June 21-25—Institute of Food Technologists, Hotel Statler, Boston, Mass.

June 25—Tidewater Wholesale Candy Club monthly meeting.

June 27—Dallas Candy Club meeting and luncheon at the Venus Restaurant at Commerce & Industrial, in Dallas at 12:30 pm.

July 3—St. Louis Candy Sales Assoc., monthly meeting at York Hotel, St. Louis, Mo.

July 6- 9—National Confectionery Salesmen's Association, Annual Meeting, Atlantic City, N. J.

July 12-14—Merchandise Show, National Association of Variety Stores, Inc., Dallas, Texas, Baker Hotel.

July 27-30—New York Candy Show, sponsored by The Metropolitan Candy Brokers Association, Hotel Commodore, New York City.

August 2-5—Western Confec
sociation, Chicago, Ill.

August 2-6—Merchandise Show, National Association of Variety Store, Inc., Hotel LaSalle, Chicago, Ill.

August 2-6—National Candy Wholesalers Association, Conrad Hilton Hotel, Chicago, Ill.

August 9-11—Merchandise Show, National Association of Variety Stores, Inc., Wm. Penn Hotel, Pittsburgh, Pa.

August 16-18—Merchandising Show, National Association of Variety Stores, Inc., Municipal Auditorium, Atlanta, Georgia.

August 23-26—National Automatic Merchandising Association, Conrad Hilton Hotel, Chicago, Ill.

Aug. 31-Sept. 5—National Dietary Foods Association, Morrison Hotel, Chicago, Ill.

September 20-23—Philadelphia Candy Show, Sponsored by the Retail Confectioner's Ass'n. of Philadelphia.

October 4-8—Advertising Specialty National Ass'n., Annual Convention and Specialty Fair, Palmer House, Chicago, Ill.

October 12-14—Packaging Institute, Hotel Statler, New York City.

October 18—Industrial Packaging and Materials Handling Exposition, and technical short course, Boston, Mass.

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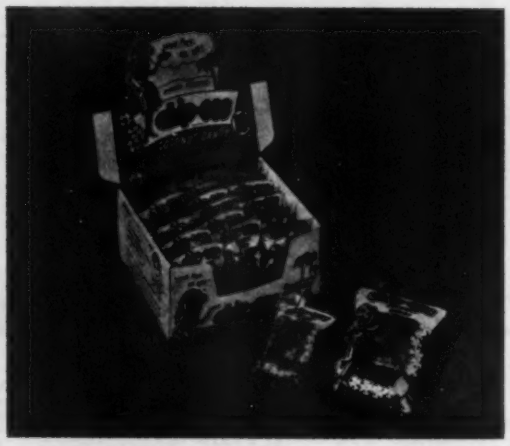
• **Laura Lee Candies, Inc.,** of Miami, Florida, are using the three news wraps shown above. Each of the wraps catches the mood of the name of the candy, and translates it into an eye-catching design. The Almond Dolphin wrap is in green and dark red. The Tempting Trio is in yellow, green, red and blue. The Checkmates is in dark brown, outlined with gold, against white. Created and produced by Milprint.

• **Re-closable folding cartons** are being used by New England Confectionery Co. for packaging the Country Inn line. An early American design is printed in four colors, and the name "Country Inn" is repeated in an over-all design using eight different sizes and kinds of old style type on a white background. This type of carton is less expensive than set up boxes, and saves valuable storage space. Created and produced by Robert Gair.

New Packages



• **A Hula dancer** is the eye-catching device which has been developed for the South Seas Delicacies Corp. of Chicago, for their toasted coconut-chip confection. The bag is printed in green and sand colors, and designed around a large clear cellophane window. In addition to the bags, the folding carton counter display repeats the same design elements to make a unified and compelling display. The bags come in two sizes, and the carton holds three dozen small size bags. Created and produced by Crystal Tube.

• **Nalley's, Inc.,** of Tacoma, Washington, recently adopted a new line of printed cellophane bags. The new bag line makes use of a single design for each of the thirty-five varieties of candies packaged by the firm. By changing colors with each line of candies, store operators are encouraged to give the line more horizontal shelf space. Each of the colors is chosen to effect eye-appealing contrasts with the contents, which show through the large transparent areas. Created and produced by Dobeckmun.

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FIRST SHOWING IN THE U. S. A.

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NEW AMF Rose Automatic Vertical Batch Roller & Spinning Machine

NEW AMF Rose S. F. 3 Automatic Spinning Machine

NEW AMF Rose I. S. T. Machine with Automatic Feed

AMF ROSE AUTOMATIC VERTICAL BATCH ROLLER and SPINNING MACHINE

Rolls and spins hard candy, caramel, toffee and other plastic confections. Suitable for filled, striped or solid goods. Occupies minimum floor space. Heated hopper equipped with rollers which continually rotate and keep mass pliable as it passes down to spinning mechanism. Optional automatic control regulates rate of feed of spun candy rope to piece-forming and wrapping machines.

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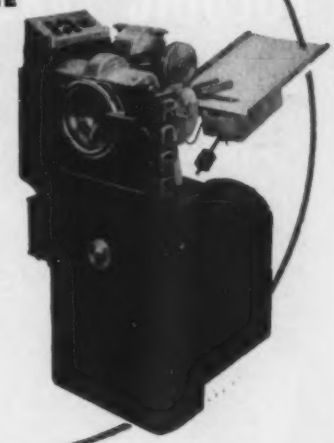
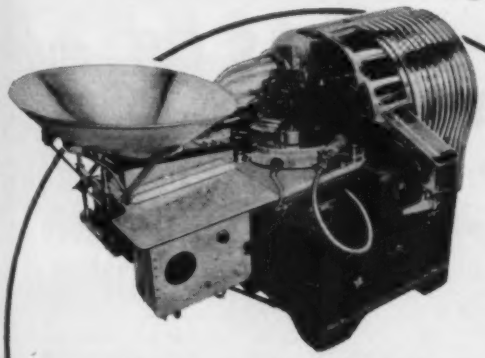
Performs the function of an experienced spinner — but at faster, steadier speeds and with greater uniformity. Provides completely automatic operation when used with any ordinary non-spinning batch roller. Saves labor—unskilled operator quickly trained to tend 2 or more machines. Fitted with electrically heated sizing rollers. Automatic feed control regulates rate of feed of spun candy rope to piece-forming and wrapping machines.





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Confectioners' Briefs

• **Cook Chocolate Company** and **Metro-Goldwyn-Mayer** are the principles in a world-wide tie-in involving 20,000 movie theatres. According to sales manager **Herman Schmidt,** Cook will make bars in 1-2-5-10- and 25-pound sizes. Wrappers will be imprinted with actual movie scenes, names of stars, and other descriptions of the movie. The bars will be used for parties, gifts, and contests. First picture with the new tie-in is "Never Let Me Go".

• **Pauline Fried** has been elected president of **Korday Candies, Inc.,** succeeding her late husband Samuel D. Fried, it was announced by **Victor A. Bonomo,** chairman of the board. It was also announced that **Hy Becker** has been elected executive vice-president of Korday, in addition to continuing as vice-president and director of sales for Gold Medal Candy Corp. **Tico Bonomo** will continue as secretary and advertising manager of both organizations.

• **Chunkey Chocolate Corporation** has taken over the multi-story building at 655 Dean St., Brooklyn, N. Y., for its offices and manufacturing plant. Chunkey expects to move its offices very shortly, with the plant to be in operation for the fall season.

D. A. Schulte, Inc., New York, has appointed W. W. Fraser buyer of general merchandise, sundries and candy.

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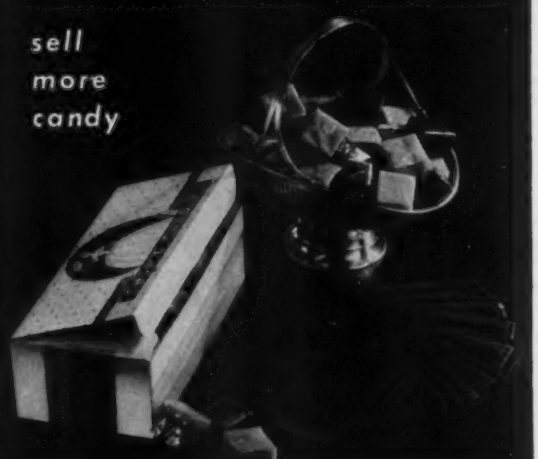
FOLDING CANDY BOXES



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Candy Engineering -- Ingredients versus Process

by Mr. J. A. King, The Nulomoline Division

UNDER the broad title of Candy Engineering—Ingredients Versus Process, Mr. James A. King, The Nulomoline Division of American Molasses Co., discussed an old, honorable member of the family of grained confections—fudge. After an interesting discourse on the definitions and types of fudges, seven formulas were presented indicative of the manner in which the various types may be processed.

Formula #1
Milk-Cream Fudge

(Short, Course Texture)	Per Cent Solids Basis	
60 Lbs. Granulated Sugar	Granulated Sugar	62.9%
10 " Corn Syrup	Corn Syrup	7.5
10 " Invert Sugar	Invert Sugar	6.9
20 " Sweetened Cond. Whole Milk	Milk Solids	8.1
10 " Cream (26% Butterfat)	Coconut Oil	2.7
4 " Water	Moisture	11.9
3 " Coconut Oil, Vanilla, Maple or other flavor		

Cook all the above ingredients in a standard caramel cooking kettle (equipped with agitators) to 242°F. (at sea level). Cool the batch to 165°F., then add ½ pound of salt and flavor and beat the batch until it has grained.

Add nut meats, coconut, etc., and spread the batch directly into boxes previously lined with waxed paper or spread the fudge to form a sheet which may be later scored or cut.

This is what we may describe as a straight, boiled, short coarse-textured fudge. All of the ingredients are cooked together, then permitted to cool in the kettle after which salt and flavor are added and the batch immediately grained by beating. It will be noted that neither fondant nor frappe has been added to this type of fudge.

The rather dark color of the fudge is the result of slow cooling—from 242° down to 165°F.—at which point the batch was beaten or grained.

Formula #2
FONDANT FUDGE

(Smooth—Plastic)	Per Cent Solids Basis	
70 Lbs. Granulated Sugar	Granulated Sugar	62.2%
10 " Corn Syrup	Corn Syrup	7.3
10 " Invert Sugar	Invert Sugar	6.8
20 " Evaporated (Unsweetened) Milk	Milk Solids	4.6
	Dairy Butter	4.4
5 " Dairy Butter	Coconut Oil	1.8
2 " Coconut Oil (76°)	Moisture	12.9

Cook all of the above ingredients to 243°F., then pour the batch onto a grain-free fondant beater, permit the batch to cool to approximately 130°F., then add ½ pound powdered salt and flavor as desired.

Beat the batch until it becomes plastic and shows evidence of graining. At this stage it may be taken from the beater and filled into boxes or trays lined with waxed paper to form a heap or block.

This fudge may also be extruded on a rolled cream center machine or it may be stored in covered containers and later remelted by heating to 145-155°F., then poured into waxed paper-lined trays, or it may be deposited into starch impressions.

This formula while closely resembling Formula #1, contains evaporated milk and dairy butter instead of sweetened condensed whole milk and cream as used in Formula #1. All of the ingredients, except the salt and flavor, are cooked together after which they are promptly cooled on an open-type fondant beater to approximately 130°F., then the salt and flavor added and the batch beaten and grained.

Fudge of this type is frequently referred to as "Sea Shore Fudge", which is formed into heaps or transferred into waxed paper-lined trays or boxes while the fudge is in a semi-grained or plastic condition. The rather smooth texture of this fudge is the result of cooling the cooked batch before beating.

Formula #3
MILK FUDGE

(Semi-Short—Smooth)	Per Cent Solids Basis	
45 Lbs. Corn Syrup	Corn Syrup	20.7%

15 "	Coconut Oil— 76-96° m.p.	Coconut Oil	6.1
		Granulated Sugar	49.1
60 "	Sweetened Condensed Whole Milk	Milk Solids	6.7
		Invert Sugar	4.7
60 "	Granulated Sugar	Moisture	12.7
1 "	Salt		

Cook all together to 246°F., add 50 pounds of basic fondant at once, mixing until the fondant is melted, then add flavor and 20 pounds of Frappe #1, mix thoroughly and spread the batch on heavy oiled waxed paper and allow to cool to approximately 170°F.

It will be noted that the relatively high percentage of corn syrup used in the formula plus the corn syrup and invert sugar content of the frappe has yielded a fudge of semi-chewing or semi-short consistency.

The fudge made from this formula contains approximately 25% of combined corn syrup and invert sugar and approximately 50% of crystallizable sugar, whereas the #2 formula contains approximately 14% of combined corn syrup and invert sugar against approximately 62% of crystallizable sugar. Consequently, as we increase the ratio of non-crystallizable ingredients, we influence the consistency of the fudge.

It will also be noted that fondant was added as a means of seeding the batch by adding sugar crystals to grain a portion of the crystallizable sugar present in the sugar phase of the fudge.

The addition of the frappe, which is an aerated non-crystallizable syrup, was added to increase the ratio of syrup with the result that we obtained a rather flexible, chewy-type of fudge.

Now let us briefly discuss the composition of the fondant and frappe:

Fondant for Fudge		Per Cent Solids Basis	
100 Lbs.	Granulated Sugar	Granulated Sugar	68.5%
20 "	Corn Syrup	Corn Syrup	11.2
15 "	Invert Sugar	Invert Sugar	7.8
25 "	Water	Water	12.5

Cook the above ingredients to 244°F. (at sea level). Cool to approximately 130-125°F., then beat into fondant.

The percentage of corn syrup and invert sugar recommended in this formula is designed to produce fondant by any process on any type of fondant-processing equipment.

Frappe #1

Formula A		Per Cent Solids Basis	
50 Lbs.	Corn Syrup	Moisture	17.0%
50 "	Invert Sugar	Total Solids	83.0
1 "	Egg Albumen dissolved in	Weight per gal. approx.	5 lbs.
2 "	Water		

Cook the corn syrup to 245°F., add the invert sugar, mix until melted, then place the resulting syrup into a frappe beater, start the beater, add the dissolved albumen and beat until light.

Frappe # 1

Formula B		Per Cent Solids Basis	
50 Lbs.	Invert Sugar	Moisture	20%
1 "	Finely powdered Albumen, (Spray Process)	Solids	80
		Wght. per gal.	5 lbs. approx.
50 "	Corn Syrup		

Place the invert sugar (cold) into an upright beater, add the spray-process albumen and mix thoroughly. Meanwhile, heat the corn syrup to approximately 200-220°F., add this to the invert-sugar-albumen mixture and beat until light.

The above formulas for Frappe #1, A and B, are almost identical with the exception that Formula A contains 3% more moisture than Formula B. It will be noted that in Formula A the corn syrup is cooked to 245°F., whereas in Formula B the corn syrup is simply heated (not boiled) to approximately 220°F.

Formula #4
CHOCOLATE—MILK FUDGE

(Plastic—Moderately Light)		Per Cent Solids Basis	
30 Lbs.	Corn Syrup	Granulated Sugar	50.1%
45 "	Sweetened Condensed Non-fat Milk	Corn Syrup	8.9
		Milk Solids	4.8
- "	Liquor Chocolate	Liquor Chocolate	3.1
5 "	Cocoa Powder	Cocoa Powder	2.2
3 "	Coconut Oil (76-96°F.)	Coconut Oil	1.3
		Invert Sugar	6.8
60 "	Granulated Sugar	Moisture	12.8

Place all of the above ingredients into a caramel cooking kettle equipped with agitators and cook to 246°F. Cool to 230°F., then add 45 pounds of basic fondant, 30 pounds Frappe #1, flavor, nuts, etc. and spread the batch at approximately 165°F.

This fudge is somewhat similar to Formula #3 with the exception that liquor chocolate and cocoa powder has been added. The amount of frappe added is relatively high as the purpose is to produce a moderately light frappe and incidentally to add a larger percentage of non-crystallizable syrup in the form of frappe.

Formula #5
WHIPPED MILK FUDGE

(Nougat Type)		Per Cent Solids Basis	
		Granulated Sugar	51.4%
		Corn Syrup	15.8
PART I			
20 Lbs.	Invert Sugar	Invert Sugar	9.4
2 "	Vegetable or Soy Albumen	Soy Albumen	1.0
		Milk Solids	8.2
		Coconut Oil	4.2
Beat together cold until light.		Moisture	10.0

PART II

70 Lbs.	Granulated Sugar
30 "	Corn Syrup
15 "	Water

Cook the above to 260°F., then add this cooked syrup to Part I mixing well. Then add 40 pounds basic fondant, mixing until the batch becomes plastic and grain is visible; then add—

PART III

16 Lbs.	Powdered Non-fat Milk (Spray Process)
8 "	Coconut Oil (96°)
½ "	Salt

Melt the coconut oil, add the powdered milk and salt mixing well before adding to the batch. Part III is added to the batch along with flavor and 20 pounds of diced candied fruits.

This nougat type fudge may be deposited in the form of peakes or kisses on a special depositor designed to handle plastic candy batches; or, the batch may be filled into waxed paper-lined boxes to form blocks or slabs.

This is a hybrid-type of fudge frequently referred to as

IMMEDIATELY AVAILABLE!

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IMMEDIATE PROBLEM:

Doubt has been cast on **the safe use of coumarin in foods . . . manufacturers have withdrawn** the sale of coumarin . . . this leads to the immediate difficulty **of replacing coumarin as an economical vanilla flavoring agent.**

IMMEDIATE ANSWER:

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NEUTONE IS EVEN MORE RESISTANT TO HIGH TEMPERATURES than coumarin. The flavor strength is approximately the same . . . in a flavor formula calling for ¼ oz. of coumarin and 1 oz. of Vanillin, the coumarin would be replaced with ¼ fluid ounce of NEUTONE. The cost of NEUTONE is approximately the same as coumarin.

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NEUTONE

Divinity or Nougat type. It will be noted that as the non-fat powdered milk was not directly cooked in the batch, the color is comparatively light and the flavor relatively mild.

Formula #6
CHOCOLATE FUDGE
(Non-boiled—Powdered Sugar)
PART I—Pre-Mix

10 Lbs. Liquor Chocolate
5 " Coconut Oil (96°)
15 " Powdered Whole Milk (Ensyme treated)
1 " Salt
100 " Powdered Sugar

Melt the liquor chocolate and coconut oil, add the powdered milk and salt, mix well, then add the powdered sugar, mix thoroughly. Meanwhile, prepare—

PART II

10 Lbs. Water
15 " Corn Syrup
15 " Inverted Sugar
Flavor as desired

Heat the water, corn syrup and invert sugar to approximately 200°F, add this to the pre-mix, Part I, mixing and heating to approximately 165-175°F. Then add the flavor and deposit into starch impressions.

The enzymatically treated milk product will yield a distinctive flavor somewhat comparable to the flavor characteristics of milk chocolate.

This fudge may also be deposited onto waxed paper or rubber mats to form wafers.

Formula #7
VANILA—MILK, CAST FUDGE
PART I

15 Lbs. Corn Syrup
10 " Invert Sugar
8 " Water
10 " Coconut Oil (76-96°)
1 " Salt

Heat the above ingredients to approximately 200°F., then add 15 pounds non-fat powdered milk, 100 pounds powdered sugar, mix and heat to approximately 175°F. Add vanilla, butterscotch, maple of butter flavor and cast into starch impressions.

In presenting these formulas, each of which varies in texture and consistency, you will note that by using different percentages of crystal controllers, such as corn syrup and invert sugar, we retard crystallization of the sugar dissolved in the syrup portion of the fudge thereby aiding in the retention and distribution of the available moisture. The ratio and composition of the syrup phase to sugar crystals developed will determine the physical characteristics of the type or kind of fudge produced.

Since the two most difficult ingredients to control are water and sugar, which are basically non-hygroscopic, the moisture retaining properties of the syrup portion will, to a large extent, govern the ability of the fudge to resist drying. This, in turn, will be limited by the concept of the manufacturer as to what type of fudge should be made; and, without under-estimating the value of moisture retention, we cannot over-emphasize that the acceptability of the fudge depends principally upon the quality and amount of dairy products from which the fudge derives its characteristic flavor. *The End*

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★ germ separators and cyclones, as required

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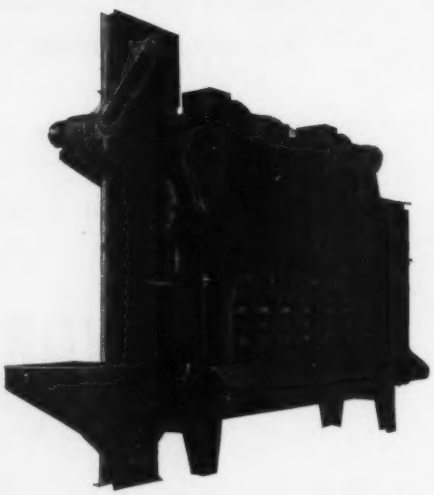

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GELATIN---The Body Control Agent in Marshmallow

by W. I. GORFINKLE, J. O. Whitten Company

Gelatin has been used in the making of marshmallow for many years. The quality of both gelatin and marshmallow has been improving steadily, and yet there is much to be learned about both.

For many years, gelatin has been called a whipping agent. With the use of continuous beaters, the rate of whip has become less of a factor. In our opinion, the most important function of gelatin in marshmallow is to give it the desired body or bite. The consumer wants a piece that eats well. The formula should be adjusted to give this, rather than made to fit manufacturing conditions. Other factors being equal, the body of the marshmallow can be varied by using more or less gelatin, as wanted. The desired whip can be obtained by continuous beaters, temperature control, etc. By following this principle, excellent marshmallow can be made, in some cases with substantial savings.

Before expanding this theme, let us cover several questions that come up over and over in discussing the use of gelatin in marshmallow:

What is Bloom?

Most simply, the resilience of a standard jelly held at icebox temperature overnight. The greater the resiliency, the higher the bloom strength.

Do all testers agree on bloom?

Unfortunately, variations of twenty points are not uncommon.

Does the bloom tell the whipping power?

No.

Does the bloom or viscosity determine how the gelatin will affect the body or bite of the marshmallow?

Definitely no.

What bloom and kind of gelatin is best for different kinds of marshmallow?

Any gelatin *properly used* will make a good marshmallow. Use the one that will make the piece at lowest cost.

Does gelatin "bind" water?

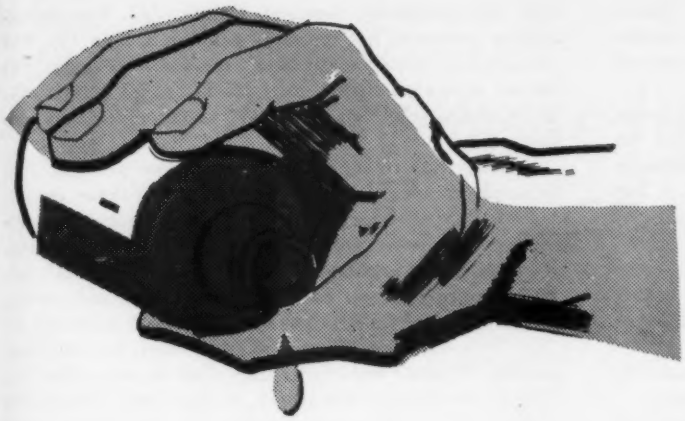
Definitely no, except for the 8%-12% moisture found in air dry gelatin. Gelatin gels or solidifies water, but a gelatin solution will dry in air. To hold moisture in marshmallow, invert sugar, glycerine, sorbitol, or similar materials should be used.

What is the effect of gelatin on graining?

Gelatin restrains graining. Too much gelatin can prevent graining: too little will give a piece that is brittle because it has grained too much.

Does gelatin cause marshmallow to "age" better?

If aging poorly means toughening excessively, our results and research show that marshmallow with the same formulation (except for gelatin) *and the same body* will age the same whether made with less high-



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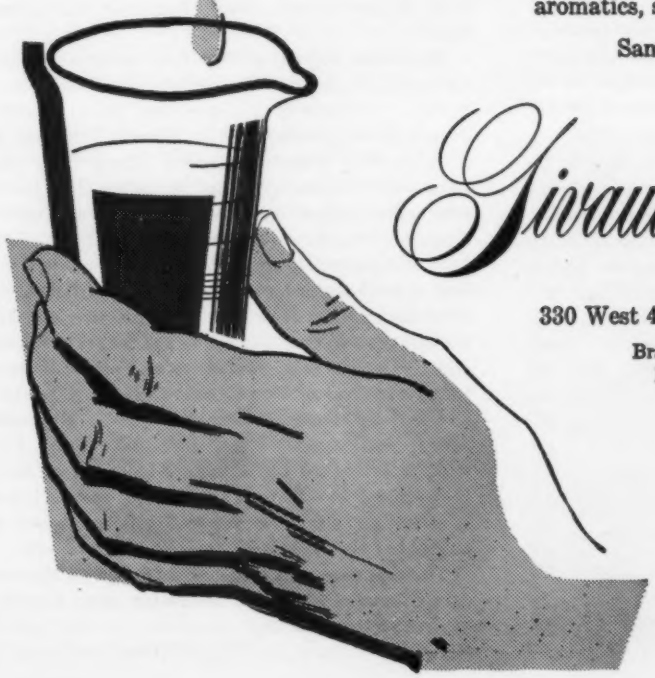

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strength or more low strength gelatin. The initial body shows how the piece will age. The more tender the marshmallow is when made, the less it will toughen on aging or drying.

We have here several examples of marshmallow made with a 50-sugar, 50-corn syrup formula (a typical cut marshmallow formula) with varying amounts of different strength gelatins from different manufacturers. A cut marshmallow formula was chosen because this piece is not dried or processed further after whipping.

In the first group are three marshmallows made with:

(a) What we feel is the right amount of gelatin, in this case 32 ounces of a popular 225 bloom gelatin per hundred pounds of sugar and corn syrup.

(b) Two ounces *more* of this same gelatin per hundred.

(c) Two ounces *less* of the same gelatin per hundred.

Notice that (b) is more resilient, slightly tougher and chewier than (a), while (c) is slightly less resilient, less tough, and less chewy than our standard (a). Bear in mind that moisture and all factors other than the amount of gelatin are unchanged. The change in the body of the marshmallow is due only to the increase or decrease in the amount of gelatin.

You will recall the emphasis on the fact that the bloom strength of gelatin does not determine the body of the marshmallow. It is possible to find 225 bloom gelatins on the market which will give marshmallow like (b), tougher, or (c), more tender, yet with the identical amount of gelatin (but not the same gelatin) as in (a). In other words, gelatins of the same bloom strength may have different bodying power, some making tougher, and some more tender marshmallow.

Usually, a gelatin making a tougher marshmallow is condemned. Actually, however, a reduction in the amount of gelatin will give a piece with any tenderness desired. A tougher gelatin, properly used, can make for economy.

The last ten years have seen an increasing tendency to use high strength gelatins. The yield of stronger materials in gelatin making has accentuated the economy of their use. It is only a few years since only low strength gelatins were used for grain marshmallow, for instance. Today, almost every manufacturer of grain marshmallow has found the economy of high strength gelatins. In the narrow profit market we now have this item, the extra cost of low strength gelatin can eliminate the profit.

Marshmallows (d), (e), and (f) are also made with the same base formula. Here, however, we have used gelatins of different strengths and made by different manufacturers. Each is a good gelatin, and each has marshmallow body characteristics that are good, considering the bloom strength. Each is an average or better-than-average representative of its grade. The amount of gelatin in each has been adjusted to give marshmallows that are practically identical. Examination of these shows that the resilience, bite, tenderness or toughness, and other characteristics are practically the same. The variation in the gelatin is surprising.

(d)	75 bloom gelatin	90 ounces per hundred;
(e)	175 bloom gelatin	50 ounces per hundred;
(f)	225 bloom gelatin	32 ounces per hundred.

The next marshmallow, (g), is made with a somewhat unusual gelatin. The formula, including the amount of gelatin, is exactly the same as (f), which was made with the standard 225 bloom gelatin. These pieces, (f) and (g), are practically identical. Gelatin (g), for marshmallow purposes, has the same value as gelatin (f), but measured by the standard bloom method, it is under 200 bloom, as against slightly over 225 bloom for gelatin (f). By standard test, they differ in marshmallow, they are the same.

Actually, gelatin (g) is a blend of two gelatins. The principal component is the gelatin used to make marshmallow (h). This gelatin, (h), has the highest marshmallow body power that is currently produced regularly. Its body power is comparable to that of a "normal" gelatin between 300 and 350 bloom. As one would expect, marshmallow (h) needs less gelatin to be comparable to (f). This contains 28 ounces of gelatin per hundred pounds of sugar and corn syrup. This is one-eighth, or 12½%, less gelatin than in (f), the standard. The gelatin is only 10% more expensive than the 225 bloom, thus showing a further saving.

Consider further the gelatins and marshmallows (d), (e), (f), and (h). These marshmallows are practically identical to the eater, but, as you recall, contain various amounts of different gelatins. Assume 100 pounds of sugar and corn syrup make an average of 115 pounds of uncoated marshmallow. The average cost of these gelatins is 54c, 65c, 70c, and 77c per pound, respectively. The cost of gelatin per one hundred pounds of finished, uncoated marshmallow is:

(d)	$2.64
(e)	1.76
(f)	1.22
(h)	1.17

Amazing!

All these results can be duplicated in other kinds of marshmallow—cast, grain, or biscuit topping.

These high-body gelatins tend to make whiter, more silvery marshmallows. They also set faster and have less crust. We have made cast marshmallows for coating which set so rapidly they could be removed from starch in less than four hours. They had so little crust that they would stick together unless coated soon after taking them out of starch.

The lesser amount of high-body gelatin per batch opens up more possibilities in another direction. In cast marshmallow, production is sometimes limited to the starch dryers. Some plants have no dryers. With less gelatin to dissolve, less water is needed. Thus, it is possible to reduce the moisture content of the batch. There is being cast marshmallow drops with still less moisture. It may be possible some day to eliminate starch and the corollary equipment. If this can be done, we will be able to cast, coat if desired, and pack some types of marshmallow in a fairly short time. We feel that this will be accomplished soon by understanding the function of the ingredients and engineering the design to process these materials to get the product we want our way.

The late Clarence Schaeffer of Luden's said about twenty years ago:

"A market lost on account of price can always be regained. One lost on account of quality is lost forever. Candy that tastes good makes the eater less interested in the price."

To which we add that marshmallow is one of the few candy types of which the best eating piece may be the least expensive to make.

THE END

The Hannover International Technical Fair

Hannover, Germany, April 26-May 5, 1953

by J. KOCH

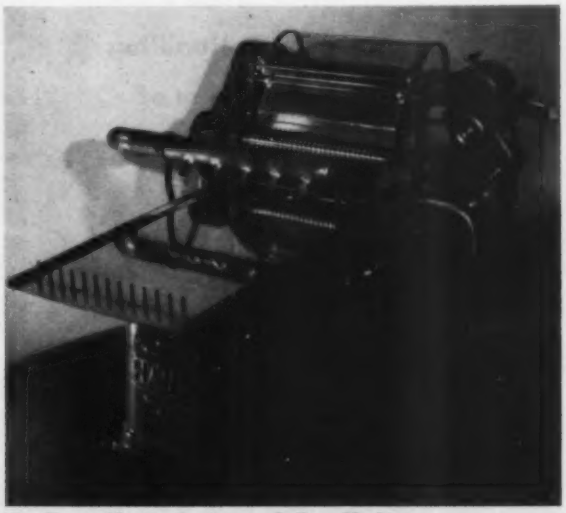
THIS year's Hannover technical fair was held from April 26th to May 5th and once again proved the principal European confectionery machinery exhibition of the year. With intervals of one year only between successive exhibitions, revolutionary developments are scarcely to be expected in all branches of the industry, but there was nevertheless a great deal to be seen, including both the usual crop of modifications and improvements to well known machines and also a sprinkling of brand new ideas.

Chocolate manufacture has always appealed to Germans and this year marked the return of the South German offshoot of the old firm of Lehmann to the ranks of builders of five roll refiners. The machine shown was a modified version of the famous Lehmann type 912 and it was claimed that the output had been increased by some 10% to 20% from the original; a specific figure of 120 Kgs. (265 lbs.) per hour on superfine work was quoted. It may be observed that the relatively low outputs quoted by all refiner manufacturers are a reflection of the style of chocolate making commonly favoured in central Europe, where the refining operation is always carried out with relatively dry masses passed slowly through very closely set rollers (10 to 18 microns).

Another new exhibitor of refiners, conches and cocoa presses was Messrs. Jos. Thouet, of Aachen, who were presenting very impressive looking machines. Amongst the well established designs of roller refiner to be seen were those of Messrs. Baurmeister of Hamburg and Messrs. Carle & Montanari of Milan, both of whom were claiming attention for the means they have adopted to secure simplicity of adjustment.

In conching machinery, the very heavy pressure to economise cocoa butter is clearly dictating the trend of design and every effort has been concentrated on the problem of working up the driest possible masses to a satisfactory fluidity; that the only way to get this economy is to conche as nearly dry as possible appears self-evident to the average German manufacturer and even machines which require a minimum fat content of 28-30% are no longer generally regarded as acceptable. Both Bauermeister of Hamburg and Frisse of Herford were featuring their heavy duty rotary conches which can take a dry powder straight from the refiner and work it up to a usable consistency within a matter of 8 hours running time. By way of proof, samples were offered by Frisse of an 8 hour conched chocolate, blended to a recipe of 20 parts ground cocoa masse, 7 parts cocoa butter, 20 parts full cream milk powder, 5 parts separated milk powder, 48 parts sugar, 0.1 parts vanilla flavouring and 0.3 parts lecithin. The nominal total fat content of this formula is less than 24%, yet the bars offered were smooth and in all respects satisfactorily finished. It should perhaps be added that European opinion has always held that the best flavour development results from conching at not too high a fat content, in spite of the complications which it brings in the way of power and labour requirements.

For the shaping of finished chocolates, interest this year centered largely around the shell plants, which produce filled chocolates by a process of injecting the filling into a pre-formed hollow chocolate shell, and it appears that there is an expanding market for this class of goods in Germany. The completed plants are invariably too extensive for erection at an exhibition, but various parts



The Haensel-Junior Continuous Balling Machine

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AT BOOTHS 64 AND 65

Confectionery Industries Exhibition
Waldorf-Astoria, New York
June 16 to June 18

AMERICAN MAIZE-PRODUCTS COMPANY

were being shown by the leading machinery manufacturers.

Messrs. Winkler & Duennebier of Neuwied devoted a great deal of their large stand to a newly developed fully automatic shell plant, comprising mould tempering unit, chocolate depositor, silent magnetic shaker, mould inverter and shaker, first cooler, automatic de-tailing scraper, second cooler, filling depositor, first multi-tier cooler, sealing off unit, magnetic shaker, second multi-tier cooler and automatic demoulder—the whole operating as a unit at up to 18 completed moulds per minute.

Messrs. Loesch, of Forchheim, showed less of their plant, but what there was of it was of new conception. An entirely new trend was shown by a suction device, used either for transferring the shells from one mould to another (a necessary operation for the production of

The Bindler Tempering Machine for very viscous masses.

certain liquid filled lines) or for automatic demoulding of the finished sweet. Their second new piece of equipment was a depositor which varied its deposit automatically according to the mould presented to it—a feature which should appeal to the man who needs to run a mixed circuit of moulds.

Messrs. Bindler of Bergneustadt were also advertising their complete shell plants, probably less ambitious, but probably more suited to the man who cannot monopolise huge markets. An addition to their range is a spinning machine for large hollow figures.

In the wrapping machine field, there was the usual selection of intricate precision wrapping machines. Messrs. S.I.G. (Neuhausen, Switzerland) this year concentrated attention on their two stage bar wrapper with hermetic sealing of all folds, Messrs. Sapal (Lausanne, Switzerland) on their very versatile foiling machine which can handle an enormous variety of small bars and novelty articles in a remarkably short space of time. Messrs. Hesser of Stuttgart have also joined the ranks of the wrapping machinery manufacturers who offer a bar wrapper of the totally enclosed type, complete with flooded lubrication of the main working parts. Less ambitious, perhaps, but none the less thoroughly serviceable were

A general view inside one of the exhibition halls at the Hannover Fair.

the many wrapping and foiling machines of firms such as Haensel-Junior of Hannover, Rasch of Cologne, Loesch of Forchheim, Lauenstein of Wernigerode etc. In general, speeds of about 120 pieces per minute seem to be common to almost all makes of chocolate wrapping or foiling equipment; by comparison with much American practice, however, more emphasis tends to be laid on versatility and adjustability than on extremely high speeds.

Amongst the smaller specialty machines to be seen were an enrobing device for round articles, by Felix Hoppe of Berlin, and a Marzipan forming machine using Nylon cloths overlying rollers, by Johannsen & Soerensen of Flensburg.

Competition in the sugar boiling and toffee making industry of Germany is intense and the leading machinery manufacturers showed highly mechanised units with productions of up to 8 tons a day. Individual wrappings, or small packets formed from attractive transparent plastic materials, are the order of the day and the modern plants can turn these out at several hundred pieces a minute, employing negligible labour. Both Theegarten of Cologne (in conjunction with Rose Bros. of England) and Hansella of Viersen were showing complete and highly specialised plants of this nature and it was commented that modern German confectionery manufacturers could now command a large proportion of the total market whilst employing only two or three of these highly mechanised and fabulously fast units.

The leading proponent of the case for the smaller manufacturer is probably Haensel-Junior of Hannover, who was showing a wide range of smaller and more versatile sugar processing equipment.

Altogether, a very wide range of processing machinery and ancillary equipment could be inspected, covering almost every known type of operation. Space unfortunately does not permit more than the briefest description of a few of the more interesting exhibits and the trends of development which they exemplify, but this annual exhibition is one which should certainly not be missed by the visitor to Europe in the months of April and May. He may see methods and machines which appear to him cock-eyed, but he can scarcely fail to come away without at least some new ideas with which to enliven his business at home.

THE END

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The MANUFACTURING CONFECTIONER'S

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Code 5A3
Assorted Chocolates
1 lb. No price stated

(Sent in for analysis)

Appearance of Package: Poor.
Box: One layer type, blue paper top embossed in dark blue. Gold seal printed in blue. See remarks.
Appearance of box on opening: Fair.
Number of pieces: 29.
  Foiled pieces: 6.
  Pralines: 2.
Coating: Dark.
  Color: Good.
  Gloss: Poor.
  Strings: Fair.
  Taste: Good.
Centers:
  Jelly: Good but could not identify flavor.
  Chocolate Paste & Almond Paste in Layers: Good.
  Glace Pineapple: Good.
  Chocolate Nut Paste: Fair.
  Shell Piece—Cream Center: Could not identify flavor.
  Shell Piece—Chocolate Paste—Coffee Flavor: Good.
  Almond Paste: Good.
  Almond Paste & Orange Peel: Good.
  Green Almond Paste: Good.
  Almonds: Good.
  Walnuts: Good.
  Walnut Nut Cream: Good.
  Yellow Cream: Could not identify flavor.
  Nut Crunch: Good.
  Chocolate Ganach: Good.
  Praline Filbert Paste: Good.
  Ginger: Good.
  Vanilla Nut Caramel: Good.
  Pink Almond Paste: Could not identify flavor.
  Peppermint Cream Wafers: Good.
  Chocolate Ganach: Good.
  Praline Paste: Good.
  Cordial Cherries: Good.
Assortment: Good.
Remarks: Suggest coating be checked as it was very dull and greasy. A few of the pieces lacked flavor. Box was soiled and scratched. Suggest box be wrapped in a cellulose wrapper.

Code 5B3
Assorted Chocolates
1 lb. $1.75

(Sent in for analysis #4744)

Appearance of Package: Good.
Box: One layer type, extension edge. Brown glazed paper top embossed in silver. Brown printed paper wrapper.
Appearance of box on opening: Good.
Number of pieces:
  Light Coated: 22.
  Dark Coated: 18.
  Half Dipped Nut Nougat: 2.
Coatings:
  Colors: Good.
  Gloss: Good.
  Strings: Good.
  Taste: Good.
Light Coated Centers:
  Buttercream: Good.
  Shell: Chocolate Paste: Good.
  Solid Chocolate—Fancy Shape: Good.
  Nut Cream: Good.
  Vanilla Caramel: Good.
  Shell: Chocolate Buttercream: Good.
  Shell: Buttercream: Good.
  Chocolate Ganach: Good.
  Nut Taffy: Good.
  Shell: Chocolate Caramel: Good.
  Nougat: Good.
  Nut Brittle: Good.
  Orange Cream: Good.
Dark Coated Centers:
  Lemon Cream: Flavor had an off taste.
  Buttercream: Good.
  Chocolate Cream: Good.
  Shell: Orange Cream: Good.
  Nut Brittle: Good.
  Praline Paste Cup: Good.
  Coffee Cream: Good.
  Shell Caramel: Good.
  Buttercream: Good.
  Marshmallow: Poor.
  Half Dipped Nougat: Good.
Assortment: Good.
Remarks: Very fine quality; one of the best boxes at this price we have examined this year. Suggest marshmallow formula be checked as it was very "short" and dry. Suggest the sprinkle top piece be wrapped in cellulose as sprinkles were all over the other pieces.

Code 5C3
Assorted Chocolates
1 lb.—No price information

Appearance of Package: Good.
Box: One layer type, buff colored paper top, name embossed in dark brown. Brown embossed paper wrapper tied with a brown and gold grass ribbon. Gold foil seal printed in brown.
Appearance of box on opening: Good.
Number of pieces:
  Dark Coated: 17.
  Light Coated: 13.
Coatings:
  Colors:
    Dark: Good.
    Light: Too light.
  Gloss: Good.
  Strings: Good.
  Taste: Good.
Dark Coated Centers:
  Vanilla Caramel: Good.
  Mint Marshmallow: Color too deep.
  Pink Cream: Could not identify flavor. Color too deep.
  Vanilla Nut Caramel: Good.
  Dark Cream: Could not identify flavor.
  Orange Colored Cream: Could not identify flavor.
  White Cream: No flavor. Hard and dry.
  Nut Brittle: Good.
  Coconut Cream: Fair.
  Buttercream: Good.
  Chocolate Cream: Good.
  Chocolate Nut Caramel: Good.
Light Coated Centers:
  Buttercream: Good.
  Chocolate Nut Caramel: Good.
  Nut Nougat: Good.
  Maple Cream: Good.
  Chocolate Cream: Good.
  Molasses Coconut: Good.
  Vanilla Cream: Good.
  Lemon Cream: Good.
  Brazil Nuts: Good.
  Vanilla Caramel: Good.
Assortment: Fair.
Remarks: Suggest some of the flavors

be checked up as they are not up to standard. Box contained too many creams. Suggest a few hard candy centers and less creams to improve the assortment.

Code 5D3
Assorted Chocolate Coated Creams
1 lb. $1.75

(Purchased in a San Francisco store)
Appearance of Package: Good.
Box: Oblong shape, black paper top printed in red, white and blue. Brown printed paper wrapper.
Appearance of box on opening: Good.
Number of pieces:
Dark Coated: 15.
Light Coated: 6.
Coatings:
Colors: Good.
Gloss: Fair.
Taste: Good.
Dark Coated Centers:
Buttercream: Good.
Chocolate Paste Cream: Good.
Light Coated Centers:
Raspberry Creams: Good.
Assortment: Entirely too small for a one pound box.
Remarks: Pieces are too large and while eating them, the granulated pieces on top fall all over. Suggest smaller pieces and at least five or six more centers be added to improve the assortment. This box is highly priced at $1.75 the pound.

Code 5F3
Chocolate Coated Nut Fudgebar
1½ ozs. 10c

(Purchased in a San Francisco store)
Appearance of Bar: Good.
Size: Small for a 10c seller.
Wrapper: Paper backed foil printed in red, blue and white.
Bar:
Coating: Good.
Center:
Color: Good.
Texture: Dry.
Taste: Fair.
Remarks: This bar is not up to the quality we find in other bars manufactured by this company.

Code 5G3
Chocolate Panned Pieces
11 ozs. 89c

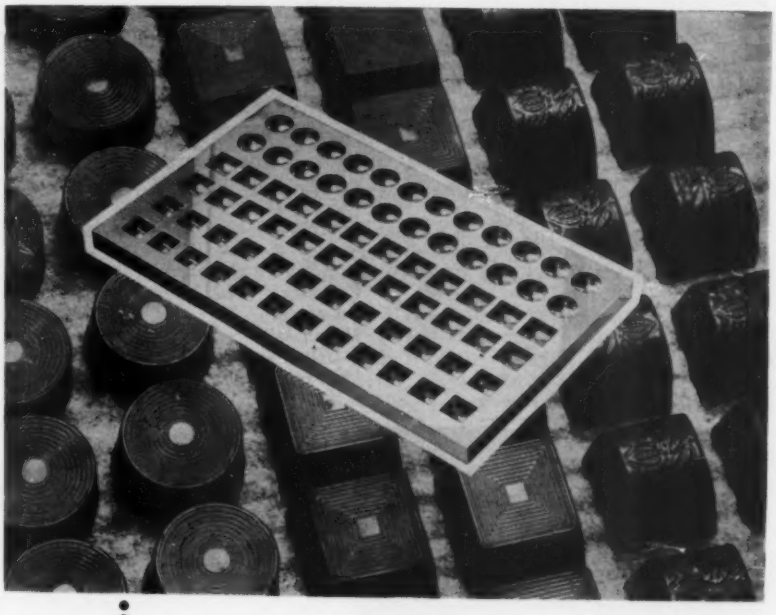
(Purchased in a San Francisco store.)
Apperance of Package: Good.
Box: One layer type, printed buff and orange colored top. Paper wrapper printed in brown.
Appearance of box on opening: Good.
Panned Pieces:
Coatings: Light and dark.
Colors: Good.
Gloss: Good.
Taste: Good.
Remarks: A good eating piece, well made.

Code 6A53
Vanilla Fudge Bar
1½ ozs.—3 for 14c

(Purchased in a cigar store, Chicago, Ill.)
Appearance of Package: Good.
Size: Good.
Wrapper: Cellulose wrapper printed in red, white and brown.
Number of pieces: 6 pieces each wrapped in cellulose on a board.
Fudge:
Color: Good.
Texture: Good.
Taste: Good.
Remarks: The best 5c package of this kind we have examined this year.

Code 6B53
Chocolate Covered Marshmallow Bar
1 oz. —3 for 14c

Wrapper: Foil wrapper printed in red and white.
Coating: Good for a 5c seller.
Center:
Color: Good.
Texture: Good.
Taste: Good.
Remarks: The best 5c chocolate covered marshmallow bar we have examined this year.



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By YORKSHIRE MOULDS LTD.

A vastly improved type of Precision Made Steel-faced Mould for all types of chocolate manufacture; designed and processed to eliminate plant and production difficulties. They will weather the hardest wear and tear and give you a much longer production life. Any number of impressions per mould can be incorporated and the resultant de-moulded products are uniformly perfect in shape, size and finish.

FOR EVERY KIND OF CHOC MOLD

Whatever the shape and size, however simple or intricate the design, for general or seasonal lines, we supply Moulds to meet all demands and give a better and cleaner finished product.

Full particulars with pleasure from

J. ALAN GODDARD LTD.,

Hastings House—Norfolk St.—London W.C.2.
Telephone: London, Temple Bar 5705 & 3118
Telegrams: Humoristic, Estrand, London.

Code 6C53
Chocolate Covered Marshmallow Squares
1 lb. $1.15

Appearance of Package: Fair.
Container: Folding box, plain white board, printed in blue. Outside wrapper of white paper tied with a white ribbonzine, blue edged.
Appearance of box on opening: Fair.
Marshmallows:
Coating: Dark: Good.
Marshmallow:
Maple: Good.
Pink Colored: Could not identify flavor.
Vanilla: Good.
Mint: Good.
Assortment: Too small.
Remarks: Suggest at least two more flavors be added. Flavor in pink marshmallow is not up to standard. The box is too large for a one pound assortment.

Code 6D53
Milk Chocolate Coated Marshmallow Bar
1½ ozs. 10c

(Purchased in a department store Chicago, Ill.)
Wrapper: Paper backed foil. Name printed in maroon. Foil is silver pink color.
Size: Good.
Coating: Milk Chocolate: Good.
Center: Marshmallow.
Color: Good.
Texture: Tough.
Taste: Good:
Remarks: Suggest formula be checked as marshmallow is not good eating.

Code 6E53
Marshmallows
4 ozs. 9c

(Purchased in a chain grocery store, Oak Park, Ill.)
Appearance of Package: Good.
Container: White board tray, overall wax paper wrapper printed in red, white and blue.
Marshmallows:
Color: Good.
Texture: Dry and hard.
Flavor: Fair.
Remarks: Suggest marshmallow package be wrapped in moisture proof cellulose as marshmallows were too hard to eat.

Code 6F53
Marshmallows
3½ ozs. 10c

(Purchased in a chain grocery store, Oak Park, Ill.)
Appearance of Package: Good.
Container: Cellulose bag printed in red, white and blue.
Marshmallows:
Color: Good.
Texture: Good.
Taste: Good.

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Improve production facilities
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STAINLESS STEEL DRUMS

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MODEL 55--55 GAL.
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121 Spring St., New York 12, N. Y

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from each pound of coating

Are you sure that you are covering as many centers from each pound of coating as possible? Many manufacturers are not and don't realize it.

Only the Stehling Mixer gives you a large supply of liquid chocolate, properly melted, properly manipulated, and held in suspension ready for the most economical coating operation.

Chocolate manufacturers use the Stehling Mixer as an emulsifier. The manufacturing confectioner also needs the emulsifying action to provide his enrobers and dippers with chocolate of original and uniform viscosity.

You can save money on coatings with a Stehling. Write today for particulars.

CHAS. H. STEHLING CO.

1303 N. FOURTH STREET • MILWAUKEE 12, WISC.

Factory Representative: R. S. and G. B. Hislop
1517 Grange Ave., Racine, Wisc.

Remarks: One of the best marshmallows of this kind we have examined this year. Neat and attractive container.

Code 6G53
Chocolate Brazil Nut Fudge
1¾ ozs.—3 for 14c

(Purchased in a cigar store, Chicago, Ill.)

Appearance of Package: Good.
Size: Good.
Wrapper: Cellulose wrapper printed in silver and blue.
Fudge:
Color: Good.
Texture: Good.
Taste: Good.
Remarks: A well made fudge bar. Good eating.

Code 6H53
Gum Drops
1 lb. 33c

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.
Container: Cellulose bag tied on top with grass ribbon. White paper seal printed in red.
Gum Drops:
Colors: Good.
Sugaring: Good.
Texture: Good.
Flavors: Good.
Remarks: One of the best gum drops in this price field that we have examined this year.

Code 6I53
Chocolate Nut Fudge
1 lb. 85c

(Purchased in a department store, Chicago, Ill.)
(Sold in Bulk)

Fudge:
Color: Good.
Texture: Dry.
Taste: Good.
Remarks: Suggest formula be checked as fudge was too dry. There are a number of materials on the market today that will keep fudge soft for a reasonable length of time.

Code 6J53
Chocolate Coated Marshmallow Bar
No weight stated
About 1½ ozs. 10c

(Purchased in a department store, Chicago, Ill.)

Wrapper: No wrapper on bar.
Size: Small for a 10c seller.
Coating: Good. Contained broken almonds.
Center:
Color: Good.
Texture: Good.
Taste: Good.
Remarks: One of the best chocolate coated marshmallow bars we have examined this year. Suggest some type of band or wrapper be put on bar for identification.

Code 6K53
Caramel Coated Marshmallows
1 lb. 59c

(Purchased in a department store, Chicago, Ill.)
(Sold in Bulk)

Wrapper: Piece is wrapped in wax paper.
Coating: Caramel: Good.
Marshmallow:
Color: Good.
Texture: Good.
Taste: Good.
Remarks: The best piece of this kind we have examined this year.

Code 6L53
Butter Sugar Cuts
10 ozs. 75c

(Sent in for analysis #4745)

Appearance of Package: Good.
Container: Round tin, orange color. Gold stripes overall. Center panel of white, name in gold and brown.
Appearance of box on opening: Good.
Cuts: After dinner type.
Color: Good.
Texture: Too dry and hard.
Taste: Good.
Remarks: Suggest formula be checked as cuts were too hard.

It's hard to do...but it can be done and Wilbur does it again and again

IN the manufacture of fine chocolate, four factors are important. Each of them—flavor, fineness, color, and viscosity—must be kept in proper balance. The chocolate must never vary from the purchaser's original specifications. That's why so many candy manufacturers have turned to Wilbur. Made under Wilbur's highly developed system of "quality control," a fine Wilbur coating is superior, dependable—a coating with "character."

WILBUR UNIFORM QUALITY
CHOCOLATE COATINGS

WILBUR-SUCHARD CHOCOLATE COMPANY, INC. • LITITZ, PA.

Code 6M53

Butter Sugar Mints
14 ozs. 95c

(Sent in for analysis #4746)

Appearance of Package: Good.
Container: Round tin, printed in green. Name in gold.
Appearance of package on opening: Good.
Mints: After dinner type.
Colors: Good.
Texture: Good.
Flavors: Good.
Remarks: One of the best butter sugar cuts we have examined this year. Very well made and good eating.

Chocolate Coated Chocolate Paste
8 ozs. for 95c
Code 5M53

(Purchased in a department store, San Francisco, Calif.)

Appearance of Package: Good.
Container: White board in the shape of a quart ice cream container printed in red and white. Cellulose wrapper. Confection is a light chocolate paste coated in light coating. Each piece in a printed cellulose wrapper.
Coating: Light.
Color: Good.
Gloss: Fair.
Strings: Fair.
Taste: Good.
Center:
Color: Good.
Texture: Good.
Flavor: Rum. Good.
Remarks: A different type of chocolate paste piece. Good eating.

Apple Walnut Candy
8 ozs. for 80c
Code 5N53

(Purchased in a department store, San Francisco, Calif.)

Appearance of Package: Good.
Box: One layer type, extension edge. Printed in pink, green and blue. Imprint of apple blossoms in colors. Cellulose wrapper.
Number of pieces: 15.
Piece is a paste.
Color: Good.
Texture: Good.
Flavor: See remarks.
Walnuts: Good.
Remarks: A good eating piece, but we could not taste any apple flavor.

Assorted Small Chocolates
9 ozs. for $1.00
Code 5Q53

(Purchased in a department store, San Francisco, Calif.)

Appearance of Package: Not up to the standard of this priced chocolates.
Box: One layer type, green paper top printed in red, white and brown. Name in brown. Imprint of children in red and white. Cellulose wrapper.
Appearance of box on opening: Good.
Number of pieces:
Dark Coated: 20.
Milk Coated: 20.
Coatings dark and milk.
Colors: Good.
Gloss: Good.
Strings: Good.
Taste: Good.
Dark Coated Centers:
Pink Creams: Could not identify flavor.
Buttercream: Good.
Mint Creams: Good.
Orange Cream: Good.
Dark Cream: Could not identify flavor.
Milk Chocolate Coated Centers:
Chocolate Caramel: Good.
Chocolate Nut Caramel: Good.
Buttercreams: Good.
Cocoanut Creams: Good.
Vanilla Nut Caramel: Good.
Chocolate Paste: Good.
Nut Crunch: Good.
Assortment: Fair.
Remarks: Well made creams. Box contained too many creams. Suggest nougat, a few more hard candy pieces and a few meats. Highly priced at $1.00 for nine ozs.

* * *

The man who is so busy that he doesn't have time to read his trade papers is like the man who was so busy chopping wood that he didn't have time to sharpen his axe.

—Journeyman Barber

Control CRYSTALLIZATION . . .

Prevent DRYING!

Candies that grain or crystallize prematurely *lose valuable moisture* . . . especially grained marshmallow, fudge, coconut work, pulled grained mints, and fondant-type candies.

NULOMOLINE® has been known *for over 35 years* as the most *versatile, inexpensive,* and *necessary* humectant-moisture retainer.

MAKE THIS SIMPLE TEST:

expose an ounce of NULOMOLINE and *any other* humectant to the air on glass or china dishes. The NULOMOLINE *will not crystallize . . . it will attract and retain moisture,* the most valuable ingredient in candy.

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June 16-17-18

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Manufacturers of Nulomoline (Standardized Invert Sugar) and Syrups

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Like the finest Napoleon brandy . . . ZIMCO, the *Original* pure Lignin Vanillin, approaches perfection in exquisite aroma and superb flavor.

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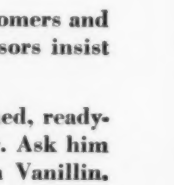

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DIRECTORY OF EXHIBITORS

Confectionery Industries Exposition During the N.C.A. Convention—June 16 to 18 at the Waldorf Astoria Hotel, New York City.

Note: The Exhibitors listed in boldface type have further described their products in the advertising pages of The Manufacturing Confectioner.

AMERICAN CHOCOLATE MOULD CO., INC., 173 Lafayette Street, New York City 13, N. Y. Booth 38. Moulds for solid chocolate bars, cakes, small fancy pieces for box goods, hollow moulds in different figures for various holidays; also ice cream moulds and moulds for the baking industry. In attendance: Sam Friedwald, George Friedwald, M. Prensky, Jerome Prensky

AMERICAN MACHINE & FOUNDRY CO., 511 Fifth Avenue, New York 17, N. Y. Booths 84-85.

AMERICAN MAIZE PRODUCTS CO., 100 East 42nd Street, New York 17, N. Y. Booths 64-65. Corn Syrup, Corn Syrup Solids, Corn Starches and Lactic Acid. In attendance: Messrs: T. Sander, Jr., J. B. Melick, C. H. Sanford, Jr., J. B. Brouwer, J. J. Binder, H. J. Hammer, R. H. Jacobsen, E. R. Sterbenc, A. J. Davis, T. P. Shea, R. L. Lloyd, C. C. Davis, W. J. McKee, W. E. Carman, R. R. Pelo.

AMSCO PACKAGING MACHINERY, INC., 31-31 48th Avenue, Long Island City 1, N. Y. Booth 61. AMSCO High Speed Automatic Power Jaw Sealing Machine with Automatic Label Attachment. In attendance: J. Keenan, E. Messmer, J. Sylvester, J. Keenan Jr., G. Cignoli, G. Widersheim, J. Kelly, F. Czifra, E. Watson, S. Watson, E. Primosch, C. Dodenhoff.

ANHEUSER-BUSCH, INC., 721 Pestalozzi St., St. Louis 18, Missouri. Booth 25. Corn Syrup, Confectioners Thin Boiling Starch, Confectioners Moulding Starch.

ATLANTIC GELATIN, Div. General Foods Corporation, Hill Street, Woburn, Massachusetts. Booth 71. Gelatin—All types and grades. In attendance: Joseph H. Cohen, J. A. Dunn, Arthur Tole, Harold Ringland, O. W. Johnson, Norman Vance, Jr.

ATLAS POWDER CO., Wilmington, Delaware. Booth 62. Sorbitol and emulsifiers. In attendance: Sherwood Cross, W. W. Hays, Howard Dellard, W. P. Hillman, Jr., J. J. Byrne, L. G. Parkinson, K. E. Mulford, George King, W. T. Scott.

FRANKLIN BAKER DIV., GENERAL FOODS CORPORATION, 15 & Bloomfield Sts., Hoboken, New Jersey. Booths 23-24. Coconut Products. In attendance: Graham T. Brown, Harry P. Haldt, Max E. Ruehrmund, George W. McCullum, Norman B. Kleinpeter, David E. Miller, John I. MacDonald, Allan J. Post, Wesley L. Bonney, A. Frank Lilien, Milton E. Barker, Arthur E. Olson.

WALTER BAKER CHOCOLATE & COCOA DIV. OF GENERAL FOODS CORP., Pierce Square, Dorchester 24, Mass. Booth 41-G. Chocolate and Cocoa Products. In attendance: Howard O. Frye, Norman Kempf, Andrew Quale, D. E. Hegarty, J. F. Cyphers, G. E. Truax, and A. E. Fest.

BLANKE-BAER EXTRACT & PRESERVING COMPANY, 3224-3234 South Kingshighway, St. Louis 9, Mo.

The pre-eminent candy makers of the nation have tested "BURCO" Products and found that they are outstanding.

You, too, will find them reliable, economical producers of repeat business.

★ Outstanding Formula Using NU-KREME

We recommend that you try NU-KREME, the Grade A of all nougat creams. An outstanding formula for Swiss Hand Rolls using Nu-Kreme is: 13 lbs. NU-KREME placed in a kettle cold. Add 1 lb. melted Butter and mix with paddle until incorporated. Add 7 lbs. melted Milk Chocolate Coating and 3 teaspoonfuls of Salt. Stir with paddle until coating is thoroughly mixed. Let batch stand over night. Hand roll and dip the following morning in dark or milk coating.

★ **NU-KREME**—Grade A of all Nougat Creams.

DIPPING PIECES—Molasses Honeycomb Chips, Peanut Butter Chips, Toasted Cocoanut Chips, Chocolate Center Chips, Almond Butter Sticks, Mint Pillows and Peanut Butter Pillows.

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Firm Delicious Peach Fruit. Sizes ½" or ⅜" Cubes.

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Seedless: in Concord • Strawberry Maraschino • Mint • or Natural Flavors.

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Packed both in Sugar Syrup and Rum Flavored Syrup.

DIPPING STRAWBERRIES

Firm Luscious Strawberries for Dipping in Creme and then in Chocolate.

PURE FRUIT PUREES

For Creme Center and Molded Chocolates. Black Raspberry Red Raspberry • Strawberry Crushed Concentrated Orange Lemon, and Lime Purees.

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Booth 30. Dipping Fruits prepared for use in Cordials: Purees, and Concentrated Fruits for use in Cremes as well as Candy Fillings. Extracts and Flavors—Fountain Fruits, Toppings and Syrups. In attendance: Mr. A. H. Knese, Dr. Samuel H. Baer, Mr. Miller Winston, Mr. C. R. Klofkorn, Mr. Harry L. Johnson, Mr. Ed. Lucast.

BRAMLEY MACHINERY CORPORATION, 880 River Road, Edgewater, New Jersey. Booth 70. Bramley Mill. In attendance: B. M. Halpern, M. Luhne, D. R. Gaskin.

BRAZIL NUT ASSOCIATION, New York, N. Y. Booth 19.

BREWERS YEAST COUNCIL, INC., 605 N. Michigan Ave., Chicago 11, Ill. Booth 72. Brewer's Dried Yeast. In attendance: Elsie Singruen, Technical Director.

BURRELL BELTING COMPANY, 7501 N. St. Louis Ave., Skokie, Illinois. Booth 8. Belting. In attendance: Mr. Howard Aylesworth, Mr. James A. Linn, Mr. John M. Moyer, Mr. John A. Taylor.

BUY-VUE MERCHANDISING SERVICE, 25 Huntington Ave., Boston 16, Mass. Booth 81. Mr. K. A. Krentel.

JABEZ BURNS & SONS, INC., 11th Ave., & 43rd St., N. Y. 36, N. Y. Booth 46-B.

CARLE & MONTANARI S/A, Via Neera 39, Milan, Italy. Booth 91. In attendance: C. A. Mascherin, 15 Park Row, New York 38, N. Y.

FRED S. CARVER, INC., One Chatham Road, Summit, New Jersey. Booth 46. "Carver Cocoa Presses", "The Carver Laboratory Press". In attendance: William S. Carver, Robert W. Carver, D. J. Gregory, J. F. Shannon, K. A. Topps.

CHOCOLATE SPRAYING CO., INC., 2035 West Grand Avenue, Chicago 12, Illinois. Booth C. Latini Die Pop Machine, Latini Sugar Sander, Latini Supplementary Steamer, Latini Plastic Machine, Latini Chocolate Spraying System, Decorators, Revolving Pans, Chocolate Pumping & Tempering Systems, Cooling Drum, Production Cooling Conveyor. In attendance: John Sheffman, Gilbert Holmberg, E. I. Sheffman, Leo Latini, John Latini, Edmond Latini.

CLINTON FOODS, INC., Clinton, Iowa. Booth 36. Corn Syrups, Corn Starches, Dextrose. In attendance: H. A. Bendixen, E. D. Cottral, M. H. Eddington, W. F. Jackson, Lloyd Smith, E. C. Alderson, R. C. Rau, L. D. Buhrer, Paul Mueller, R. Jackson, John Search, R. C. Wagner, A. C. Junge.

CORN PRODUCTS SALES CO., 17 Battery Place, New York 4, N. Y.

S/A G. D. COSTRUZIONI MECCANICHE, Via Pomponia Io, Bologna. Booth 90. In attendance: C. A. Mascherin, 15 Park Row, New York 38, N. Y.

COUNSEL MACHINE COMPANY, INC., 8 Hathaway Street, Wallington, N. J. Booths 87-88. ROBO-LIFT Bucket Elevating Conveyor and ROBO-LIFT Tray Elevating Conveyor. In attendance: Justin C. Amato, Carl A. Frank, John S. Bartlo.

CURRIE MACHINERY COMPANY, 1150 Walsh Ave., Santa Clara, Calif. Booth 6. Starch Tray Feeder and Stacker, Candy Cleaner. In attendance: Mr. Don Currie.

THE DOBECKMUM CO., 3301 Monroe Ave., Cleveland, Ohio. Booths D-E. Flexible packaging materials. In attendance: M. E. Shank, R. A. Hickman, R. R. Greene, J. J. Jorgensen, J. White, W. Moore, W. Kregeloh, R. S. Jones.

E. I. DU PONT DE NEMOURS & CO., Film Dept., Wilmington, Dela. Booths 56-57. DuPont Cellophane, DuPont Polyethylene Film, DuPont Acetate Film. In attendance: R. M. MacDonald, B. C. Robbins, L. B. Steele, F. W. Tranfield, H. C. Broems, W. J. Harte, Jack Isbell.

DURKEE FAMOUS FOODS, DIVISION OF GLIDDEN COMPANY, New York, Chicago, Louisville, Ky., Berkeley, Calif. Booth 74. Paramount Coating Fats—Coconut Oils—Coconut (Dessicated & Sweetened)—Creamed Coconut. In attendance: H. S. Davis, R. W. Wolfe, J. Hammond, W. A. Wymer, P. Welker, E. G. Kaupert.

FOOTE & JENKS, Jackson, Michigan. Booth 76. Flavors. Int attendance T. J. Torjusen, Sidney Ross.

HARRY L. FRIEND COMPANY, 200 Old Colony Ave.,

So. Boston, Mass. Booth 59.

R. E. FUNSTEN CO., 1515 Delmar Blvd., St. Louis 3, Mo. Booth 79. Shelled Pecans, Eastern Black Walnuts. In attendance: L. T. Schwieder, H. L. King, P. A. Noble.

GEVEKE & CO., INC., 25 Broadway, New York 4, N. Y. Booths 17, 18, J. Hard Candy Manufacturing Plants and Chocolate Processing from bean to bar, Wrapping & Packaging Equipment. In attendance: Mr. A. Heybroek, Dr. E. M. Huttrer, Mr. Justin R. Field, Miss M. Sussman, Mr. N. Vink, Mrs. A. Oldham, Miss M. Santomena.

GORDON CARTONS, INC., 1629 Warner St., Baltimore, Maryland. Booth 83.

J. W. GREER COMPANY, Wilmington, Mass. Booths 42, 43, 44, 45. Continuous production machinery. In attendance: R. L. Grace, T. F. Spooner, Walter Salter, George Dolber, Don S. Greer, Fred Greer, Charles R. Becker, C. G. Cockinos.

GROEN MANUFACTURING CO., 4535 Armitage Ave., Chicago 39, Illinois. Booths 1-2. Stainless Steel Steam Jacketed Kettle. Kettles with Agitators. Vacuum Pans, Revolving Pans. Processing Equipment. In attendance: Fred H. Groen, Jr., Ray McVicar.

GUNTHER PRODUCTS, INC., Galesburg, Illinois. Booth 48. Vegetable Protein Whipping Agents. In attendance: Ken Gunther, Bob Gunther.

HOOTON CHOCOLATE COMPANY, 339-361 North 5th St., Newark 7, N. J. Booth 52. Chocolate Coatings, Chocolate Liquors, Cocoa Powders. In attendance: G. B. Dodd, E. J. Teal, Lloyd Fiscus, Frank Wolf, Roger Hubbard, John Jacobs, Frank Walsh.

THE HUBINGER COMPANY, 601 Main Street, Keokuk, Iowa. Booth 69. OK Corn Syrup Unmixed, OK Thin Boiling Starch, OK Molding Starch. In attendance: Roy L. Krueger, A. M. Robinson, Roy Underwood, Del Edwards, George Hines, Duane Tiger, Jack Flahiff, Frank Craven, Curt Aagre, Howard Brightman, Herb Lawrence, Jack Wallenbrock.

I. D. COMPANY, 150 Spring Street, New York City, N. Y. Booth 60. English Imported Decorated and Embossed Metal Containers and Metalware. In attendance: A. S. Katzman, Sam Kaye, Max Rehns, A. B. Katzman, Donald Rand, Vicar Cowley, Lenard Bernstein.

J. A. JOFFE & CO., 206 South 13th Ave., Mount Vernon, N. Y. Booth 20. Hand Made Sugar Decorators, Icing Flowers & Animals, Decorating Icing, Aluminum Molds for forming Popcorn Figurines. In attendance: Julian A. Joffe, Roland D. Joffe, Judith A. Joffe, Carmella Gizzo.

A. KLEIN & CO., INC., 113-119 West 17th Street, New York 11, N. Y. Booth 58. Fancy Boxes for the Confectioner exclusively. In attendance: Joseph Ehrenfeld, William Michaelis.

H. KOHNSTAMM & CO., INC., 87 Park Place, New York 7, N. Y. Booth 21. A complete line of Atlas Brand flavoring extracts & Atlas Brand certified food colors. In attendance: Eastern Div.: Arthur Vogel, Dr. David Jorysch, E. M. Moss, Andrew J. Totter, Joseph P. Torter, Carroll Biddison, Wm. Kelley, Harold Anderson, Gerard Sloane, Arthur J. Holderried. Western Div.: Robert H. Pulver, Justin Pulver, William H. Nelson.

LAMBORN & COMPANY, INC., 99 Wall Street, New York City, N. Y. Booth 89. Sugar Brokers. In attendance: George R. Dinkel, Walter A. Wheatley, William F. Schmidt, E. A. Grote, James F. Burke.

LEROY'S INTERNATIONAL LABORATORIES, P. O. Box 617, Point Pleasant, New Jersey. Booth 82. Mrs. G. E. LeRoy.

LYNCH CORPORATION, Packaging Machine Division, 3600 Summit St., P. O. Box 1026, Toledo 1, Ohio. Booth 10. Wrap-O-Matic Wrapping Machine for Confectionery Industry for Wrapping fragile or irregular shapes as well as standard products. In attendance: R. L. Sears, D. E. Stenson, R. N. Craven, R. E. Taggart, and M. V. Girkins.

THE MANUFACTURING CONFECTIONER PUBLISHING COMPANY, 418 N. Austin Blvd., Oak Park,

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NUTRL-JEL

for preserves, jams, jellies, marmalades

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Plants in Apple Regions From the Atlantic to the Pacific

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AUTOMATIC HARD CANDY
BATCH MIXER
Faster cooling means faster production and less labor. Learn how you can make extra money with this machine at Booths 3 & 4 at the Waldorf.
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NCA Convention

Booth 78

ROBERT E. SAVAGE COMPANY

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Illinois. Publications, books, directories and service. In attendance: Mrs. Prudence Allured, Wesley H. Childs, James Allured, Stanley Allured, Allen Allured.

MERRILL LYNCH, PIERCE, FENNER & BEANE, 70 Pine Street, New York City. Booth 49. Brokers. In attendance: Malcolm J. Forbes, Robert L. Stevenson, Eric Keble.

MILLER WRAPPING & SEALING MACHINE CO., 18 South Clinton St., Chicago 6, Illinois. Booth 61. Packaging Machinery. Corley-Miller Model MPUS Wrapping Machine, Simplex Bag Maker, Amsco Model PJL Bag Labeller and Sealer, Whiz-Packer Filling Machine. In attendance: R. H. Freeman, J. Dale Keenan, Edwin E. Messmer, John D. Sylvester, J. D. Keenan, Jr., G. G. Cignoli, G. A. Widersheim, John M. Kelly, F. P. Czifra, E. H. Watson, S. R. Watson, Ed Primosch, C. J. Dodenhoff. (With Amsco Packaging Machinery, Inc., Long Island City, N. Y. and Simplex Packaging Machinery, Inc., Oakland, Cal.)

MILPRINT, INC., 4200 Holton, Milwaukee, Wis. Booths 53, 54, 55. Candy Packaging and Printing. In attendance: Billy Heller, Sr., Roy Hanson, Bert Hefter, Shy Rosen, Lester Zimmerman, Jim Heller, Don Faulkner, Andy Fay, Wes Steelman, Jack Krell, Cliff Williams, Earl Hardman, Frank Kelly, Al Milne, Frank Towle and Roy Lundberg.

MINNESOTA MINING & MFG. CO., Ribbon Division, Fauquier Av., St. Paul 6, Minn. Booth 47. "SASHEEN", "LACELON", "DECORETTE" brand Gift Wrap Ribbons. In attendance: Mr. R. N. Gandy, Mr. N. E. Wigart.

MURNANE PAPER CO., 1510 North Kostner Avenue, Chicago 51, Illinois. Booth 16. "LINT-FREE" plain and H. T. NON-STICK treated Base cards, rolls, boats, dividers and partitions. In attendance: J. Hobie Murnane, Frank J. Murnane, Mrs. F. J. Murnane, George D. Kells, F. H. Keegan.

NASH-KELVINATOR CORPORATION, 14250 Plymouth Rd., Detroit 32, Michigan. Booth 68. Ice Cream Cabinets & Merchandising Equipment, Commercial Products for the Refrigeration Field, Household Appliances & Kitchen Equipment. In attendance: D. A. Carter, C. K. Godfrey, L. G. Collins, C. K. Snyder.

NATIONAL EQUIPMENT CORP., 153 Crosby St., New York 12, N. Y. Booths 26-27-28. Candy Manufacturing Machinery.

THE NULOMOLINE DIVISION, AMERICAN MOLASSES COMPANY, 120 Wall Street, New York 5. N. Y. Booth 7. Nulomoline (Standardized Invert Sugar); Convertit (Concentrated Invertase); Grandma's Old Fashioned Molasses; Sucrest Sugar (granulated and powdered). In attendance: R. S. Taussig, Ed Widmayer, Fred Janssen, J. Calder, William Patterson, Jas. A. King.

PACKAGE MACHINERY COMPANY, East Longmeadow P. O., Springfield, Mass. Booths 13-14-15. New Forgrove Model 22-B Hopper-Feed Candy Wrapping Machine; Hansella's 19-H Horizontal Batch Former; 65-C Four-stage Rope Sizer; 96-A Super Rostoplast Plastic Candy Forming Machine. In attendance: Roger L. Put-

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Dustless Calcined 99%-100%

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nam, Tom Miller, John Chalfaut, Joe Kelly, Ernest St. Peter, Otto Halbach, George Woody, C. Edward Hjelm, William Keil, Lee Evans, Frank Gross, William Hilbig, William Rourke, Eberhard Berten, Lew Curtis, Ernest Hjelm, John Andrews, George Quisenberry.

PENICK & FORD, LTD., INC., 420 Lexington Av., New York 17, N. Y. Booth 9.

CHAS. PFIZER & CO., INC., 630 Flushing Ave., Brooklyn 6, N. Y. Booth 73. Citric Acid, Tartaric Acid, Cream of Tartar, Vitamins. In attendance: Mr. J. McVeigh, Mr. H. C. Smith, Mr. J. E. Wolke, Mr. Roy Hannum, Mr. S. M. Low.

RACINE CONFECTIONERS' MACHINERY CO., 15 Park Row, New York 38, N. Y. Booths 3, 4, 12. Vacuum Cookers, Depositors, Sucker Machines, Sizing Machines, Stick Machines, and Wrapping equipment. In attendance: Mr. Claude J. Covert, Joseph L. Raffetto, William Genich, Robert S. Hislop, George B. Hislop, Ted Merckens, Jack Green, Harold Davis, Andred Betant.

ROSS & ROWE, INC., 50 Broadway, New York 4, N. Y. Booth 11. Yelkin BTS, Fries Flavors, Placto Milk & Cream Products and Mil-Lait. In attendance: J. Edw. Rowe, W. F. Schlesinger, J. E. Lynch, O. M. Stout, H. R. Smith, J. P. Booker.

ROBERT E. SAVAGE COMPANY, 1901 Clybourn Ave., Chicago 14, Illinois. Booth 78. Resco Chocolate Mill, Dipping Table and stand, Resco Sugar Sander, Resco Marshmallow Beater, Resco Aluminum Paddles. In attendance: Mr. Robert E. Savage, Mr. Oscar E. Segrin.

SAVAGE BROS. CO., 2638 Gladys Avenue, Chicago 12, Illinois. Booth A. Kettles, Mixers, Beaters, Cutters, Cooling Slabs, Coating Pans, Vacuum Cream Cooker, Chocolate Pump. In attendance: R. J. Savage, L. Savage, M. A. Savage.

SCANDIA MANUFACTURING COMPANY, 500 Belleville Turnpike, North Arlington, N. J. Booth 86.

F. J. SCHLEICHER PAPER BOX CO., 1811 Chouteau Av., St. Louis 3, Mo. Booth 31.

JOHN SHEFFMAN, INC., 152 W. 42nd St., New York 36, N. Y. Booth C. (See listing under CHOCOLATE SPRAYING CO., INC.)

SIMPLEX PACKAGING MACHINERY, INC., 534-23rd Avenue, Oakland, Calif. Booth 61. (With AMSCO and MILLER WRAP.) WHIZ Packer Net Weigher Filling Machine. In attendance: J. Dale Keenan, Edwin E. Messmer, John D. Sylvester, J. D. Keenan Jr., G. G. Cignoli, G. A. Wildersheim, John M. Kelly, F. P. Czifra, E. H. Watson, S. R. Watson, Ed Primosch, C. J. Dodenhoff.

A. E. STALEY MFG. CO., Decatur, Illinois. Booth 75. Staley's (R) Regular and Intermediate Corn Syrups, Sta-Sol (R), Lecithin—Sweetose (R) enzyme-converted corn syrup—Staley's (R) Starch. In attendance: L. S. Roehm, R. L. Nagle, A. R. Staley, R. E. Harroun, H. J. Reavis, N. K. Hammer, O. D. Sutter, G. H. Batchelder, L. H. York, F. H. Brock, J. W. Hurley.

STANDARD CASING CO., INC., 121 Spring Street, New York 12, N. Y. Booth 66. "STANcase" Stainless Steel Fondant Trought, Stainless Steel Drums, Tubs, Pails, Trays, etc. In attendance: Daniel Koss, Secy-Treas.; Louis Koss, Lawrence D. Koss.

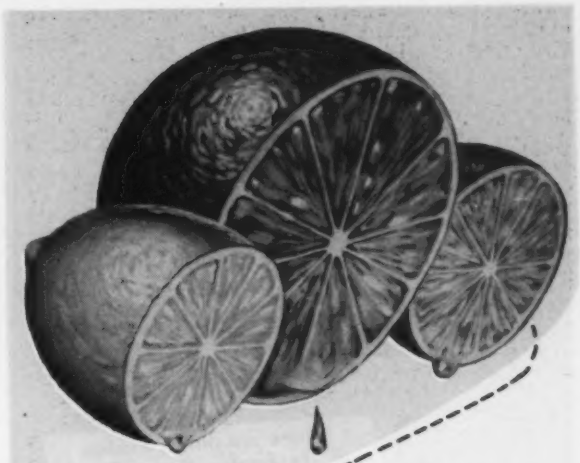
WM. J. STANGE CO., 342 N. Western Ave., Chicago 12, Illinois. Booth 80. Peacock Certified Food Color, N.D.G.A. Antioxidant. In attendance: H. P. Smith, W. Kretlow.

SUGAR INFORMATION, INC., 52 Wall St., New York 5, N. Y. Booth 51. A wide variety of literature on the scientific and technological aspect of sugar. In attendance: Neil Kelly, H. B. Hass, Margaret Zeller.

SUNKIST GROWERS, Product Department, Ontario, California. Booths 32-33.

GEORGE H. SWEETNAM, INC., 286 Portland St., Cambridge, Mass. Booth 77. Paper Products for Confectionery Manufacturers. In attendance: R. A. Whittier, Jr., Floyd A. Sweetnam, Lee H. Douglas.

SYLVANIA DIVISION AMERICAN VISCOSE CORPORATION, 1617 Pennsylvania Boulevard, Philadelphia 3, Pa. Booth 50. Cellophane in rolls and sheets. In attendance: Mr. C. Stuart Brown, Mr. Charles R. Shaffer,



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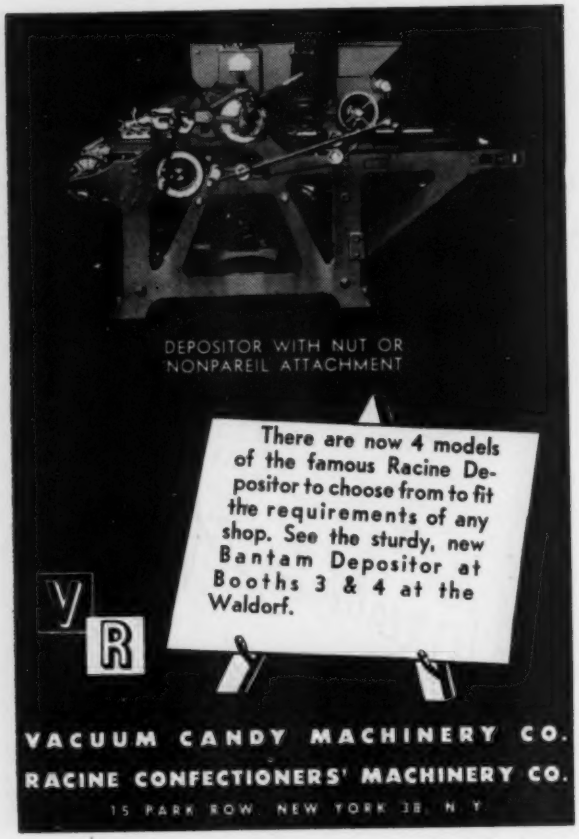
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There are now 4 models of the famous Racine Depositor to choose from to fit the requirements of any shop. See the sturdy, new Bantam Depositor at Booths 3 & 4 at the Waldorf.
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Mr. John Wells, Mr. Donald H. Gilson, Mr. R. W. Titus, Mr. Alfred J. Gallagher, Mr. Arthur W. Longworth, Jr., Mr. Joseph G. Mohlman, Mr. F. W. Spannagel, Mr. Emil M. Farris.

C. E. TWOMBLY COMPANY, 146 Mystic Av., Medford 55, Mass. Booth 39. Cups and Packaging Materials. In attendance: Wm. E. Smith, Lee Douglas, Wellington Cramer III, George F. Twombly.

UNION CONF. MACHINERY CO., INC., 318 Lafayette St., New York 12, N. Y. Booth 29. Used and rebuilt candy manufacturing and packaging machinery.

UNION SALES CORPORATION, Distributor for Union Starch & Refining Co., Columbus, Indiana. Booth 5. Products from Corn. In attendance: J. I. Miller, E. B. Pulse, G. W. Anderson, Deryl Foster, Clarence Grathen, Julian Amodei and C. W. McCrary.

VACUUM CANDY MACHINERY Co. (Sapal Wrapping Machine Co.) 15 Park Row, New York 38, N. Y. Booths 3, 4, 12. Vacuum Cookers, Depositors, Sucker Machines, Sizing Machines and Wrapping equipment. In attendance: Mr. Claude J. Covert, Joseph L. Raffetto, Ted Merckens, Jack Green, Harold Davis, Andre Betant, William Genich, Robert S. Hislop, George B. Hislop.

VOSS BELTING & SPECIALTY COMPANY 5645 N. Ravenswood Avenue, Chicago, Illinois. Booth 67. #3 Hi-Gloss Enrober Belting; #11 Hvy. Duty Dbl. Texture Enrober Belting; Neoprene Impregnated Cotton Conveyor Belting; and will feature sample Multi-tier Plaque made of DuPont's TEFLON coated fibre glass. In attendance: Robert J. Voss, Joseph H. Voss Jr., Frank A. Gusinde, A. T. Stevens, Al Horka, Harry Jenks, Ted Merckens.

JOHN WERNER & SONS, INC., 713 Lake Av., Rochester 13, N. Y. Booth 34.

WHITE-STOKES CO., INC., 3615 Jasper Place, Chicago 9, Illinois. Booth 93.

WRIGHT MACHINERY CO., Durham, North Carolina. Booth 37.

Greetings

Penick & Ford wish to extend Greetings and Best Wishes to our many friends and customers at the NCA Convention. We will welcome your visit to our Booth No. 9 at the Confectionery Industries Exposition June 14-18, Waldorf Astoria Hotel, New York City, New York.

P&F PENICK & FORD LTD. INC.
420 LEXINGTON AVENUE • NEW YORK
Factory... CEDAR RAPIDS, IOWA

Supply Field News

Kambly of Switzerland (Canada) Ltd., has been set up in St. Hyacinthe, Quebec, Canada. This will be a branch of the Kambly Company near Berne, Switzerland. This company produces chocolate specialities with patented machines on which they have exclusive rights. Production should begin before the end of the year. It is believed that technical equipment will be supplied by the firm of **Otto Haensel, Jr.,** of Hannover, Germany, and that Mr. Haensel will act as technical advisor for the firm.

• **George H. Sweetnam, Inc.,** has a pure, white, bulky candy mat available, called Flossine, which gives an unusually fine appearance to a candy package. It can be embossed, cut and die cut to any requirements. For a folder containing samples of this mat, and other paper products for the candy package, write the above company, at 282 Portland St., Cambridge, Mass.

• **Continental Nut Company** of Chico, California announced that effective immediately the entire production and sales of the Upton and Williams Company, Saticoy, California, will be controlled exclusively by Continental Nut Company. The Upton and Williams Company was the former Walnut plant of the L. DeMartini Supply Company. Distribution of both Inshell and Shelled Walnuts will be offered nationally under the "Blue Ribbon Brand" by Continental's brokers and representatives. Packing will be in bulk and cellophane and private label brands will be supplied to buyers desiring a special pack.

Continuing A Tradition Of

QUALITY PRODUCTS

FOR THE CANDY TRADE

Your Most Dependable Source

Red V Philippine Desiccated Coconut
Imported Nuts
Rum & Other Flavors
Vanillas
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TOASTED COCONUT
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Wood & Selick Sweetened Coconut Co., Inc.
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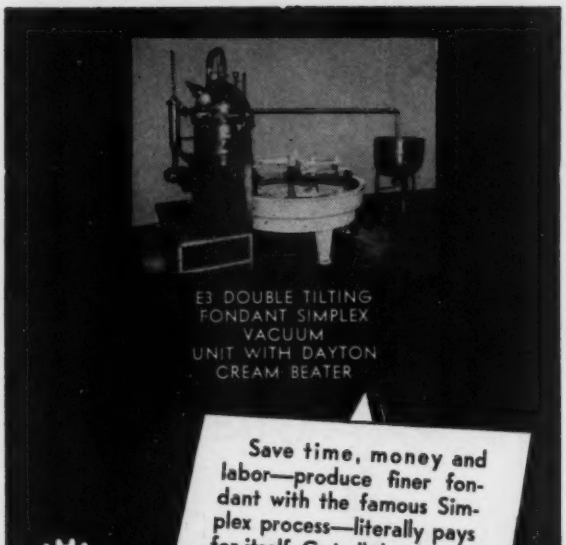
Plant: **Cranford, N. J.** ***Branch:*** **Chicago**



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FONDANT SIMPLEX
VACUUM
UNIT WITH DAYTON
CREAM BEATER

Save time, money and labor—produce finer fondant with the famous Simplex process—literally pays for itself. Get all the details on the full Vacuum line at Booths 3 & 4 at the Waldorf.

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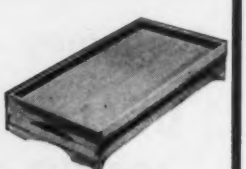
Starch Trays

- *At their best!*
- *At lowest prices!*



Masonite and Solid Wood Glued Bottoms Nailed—Lock Corner and Water-proof Glued Hard and Soft Woods

also: Dipping Boards—Starch Tray Dollies
Pan Room Trays—Wire Bottom Trays
Mould Boards
And All Other Affiliated Wood Products

Ask for quotation

BAYWOOD MFG. CO., INC.
11 Sterling Pl. Brooklyn 17, N.Y. NE 8-9832

Shown above are Robert Schrening, Curtiss Candy Co.; A. C. Junge, H. A. Bendixon, Clinton Foods; Lloyd Latten, Schutter Candy Co.; and E. C. Alderson, Clinton Foods, at a party given by Clinton Foods on January 28th. A Clinton Garbage Pail Dinner was served to 218 guests at the Lake Shore Athletic Club of Chicago.

Rhinelander Paper Company, announces the appointment of Dr. William R. Haselton as Technical Director. Dr. Haselton is a graduate of chemical engineering from Rensselaer Polytechnic Institute and later attended the Institute of Paper Chemistry where he obtained his Ph.D. degree.

A month-long strike of 3,200 employees of the **Hershey Chocolate Corporation** has been settled when company and union officials accepted the recommendations of a federal mediator. The mediator's recommendations turned down a request of the **Bakery and Confectionery Workers' Union, A. F. L.** for a union shop, but retained a maintenance of membership clause in the proposed new contract. It also provided for a twenty-two-month contract granting the workers a seven-cents-an-hour wage increase in the first year and a six-cents-an-hour the next ten months. The company had offered the union a

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two-year contract with a seven cent boost the first year, and five cents the second year. Hourly earnings of the men workers range from $1.34 to $2.02, and for women from $1.13 to $1.50. During the strike the company employed farmers in the Hershey area as temporary workers, and some regular employees also remained on the job.

The Federal Food & Drug Administration has announced that the producers of **Coumarin** have voluntarily withdrawn the sale of that product to food manufacturers. This step has been taken, according to the federal agency, because recent research has shown that there is some doubt as to the safety of this product in food.

Harry Epstein, president and founder of the Grayslake Gelatin Co., Grayslake, Illinois died in April.

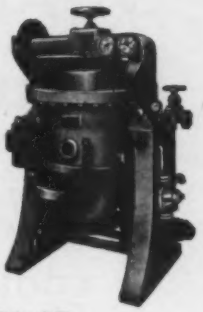
The New England Manufacturing Confectioner's Association at the annual meeting elected **William O. Wallburg**, Assistant General Manager of **W. F. Schrafft & Sons Corp.**, as President. Vice President is **Harry Gilson**, president of **F. B. Washburn Candy Corp.**; Treasurer is **Carl E. Nelson**, Asst. Treasurer of **Brigham's Inc.**; Secretary is **Lawrence L. Lovett**, Asst. Treasurer of **Deran Confectionery Co.**; Directors are the above men and in addition **Richard W. Clare** of **New England Confectionery Corp.**; **Richard D. Muzzy** of **Daggett Chocolate Company**; and **C. E. Worthen** of **James O. Welch Company.**

Even devotees of the continuous boiling system have been impressed by the astonishingly simple and faultless operation of our

UNIVERSAL VACUUM COOKER

Model SKH

which they are now installing.



APPLICABLE TO ALL KINDS OF HARD CANDY—for absolutely dry quality.

SOFT CARAMELS—as good as from any specialized toffee mixer.

CENTRES, JAMS, JELLIES, ETC.—Unsurpassed preservation of natural fruit flavors and pectins.

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Specialized Machinery Works,

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Made from fresh cream, and sold from Coast to Coast to the most representative and exclusive retail confectioners.

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HYFAT is receiving continuous recognition, appreciation and acceptance from these manufacturers, because they appreciate the real butter fat richness, fresh flavor and uniformity of HYFAT.

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HOOTON

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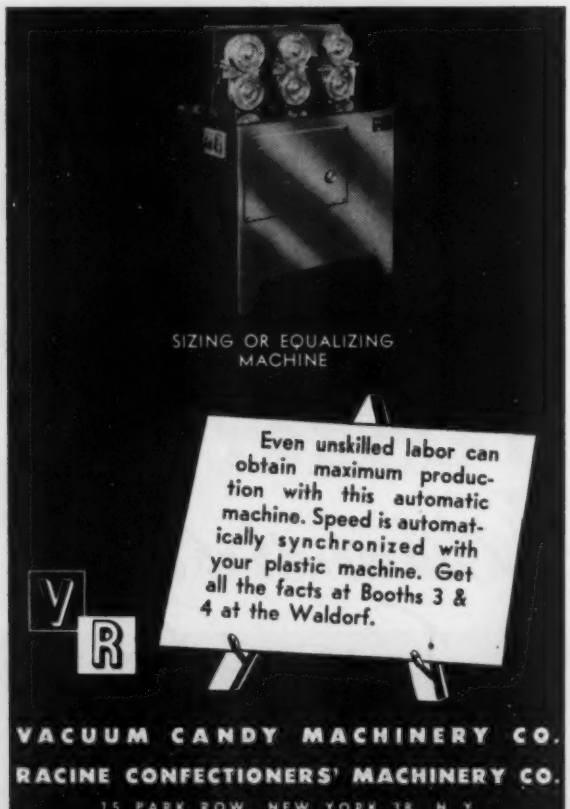
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Even unskilled labor can obtain maximum production with this automatic machine. Speed is automatically synchronized with your plastic machine. Get all the facts at Booths 3 & 4 at the Waldorf.
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BOSTON 15, MASS.
Territory: New England

Middle Atlantic States

HERBERT M. SMITH
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Terr: New York State

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29 Years Experience
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Candy and Specialty Items
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Terr: Ga. & Fla.
Thorough Coverage

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Terr: Virginia, N. Carolina, S. Carolina

ROY E. RANDALL CO.
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P. O. Box 605—Phone 7590
COLUMBIA 1, SO. CAROLINA
Terr: No. & So. Carolina
Over 25 years in area

IRVIN P. NORRIS
Manufacturing Representative
Austin Circle
DECATUR, GEORGIA
Candy—Novelties—Package Foods
Territory: Ga., Fla., Ala. & Tenn.

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Contact Wholesale Groceries, Candy Jobbers and National Chains
Terr: Va., W. Va., Eastern Tenn., and Eastern Kentucky

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25 years in the Candy Business

IRWIN R. TUCKER COMPANY, INC.
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Complete Coverage of Chicago Market

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A new kind of refreshing candy tablets with sensational patented dispenser, already successfully sold in many countries, now being introduced to the United States.

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East So. Central States (cont'd)

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Candy Specialties
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Terr: Kentucky, Tennessee, Alabama, Mississippi, Louisiana

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NASHVILLE 3, TENN.
Manufacturers Sales Agent
Territory: Middle Tennessee

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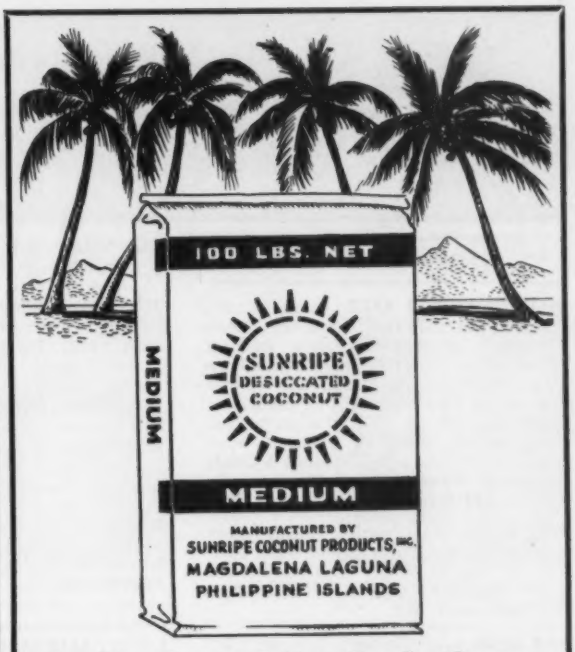

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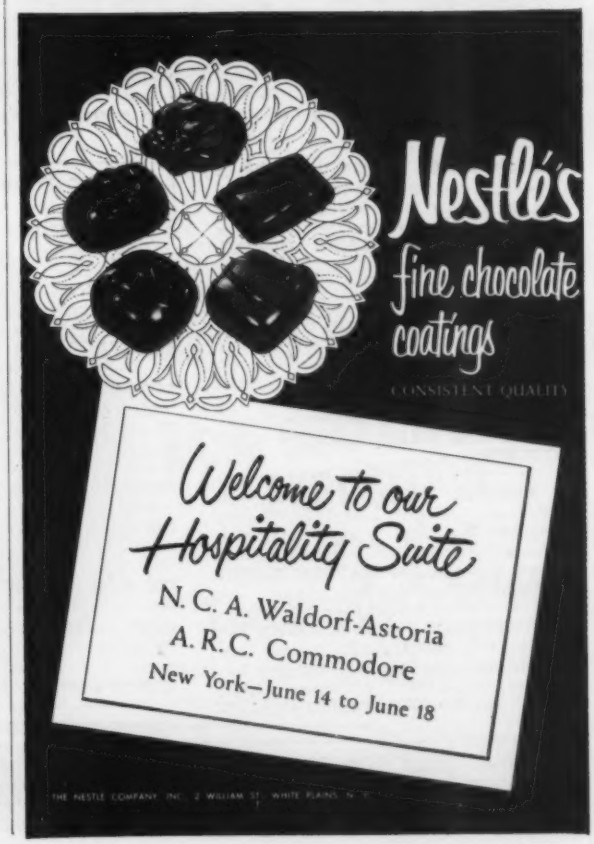
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MACHINERY FOR SALE

MACHINERY FOR SALE: Large quantity good used chocolate, cocoa and Candy Machinery, including Roasters, Refiners, Liquor Mills, Cocoa Presses, Cocoa Press Pumping Equipment, Mixing and Tempering Kettles; also Peanut Butter Equipment. Reasonable Prices. This is a partial list. Send us your inquiries. Advise us what you may have for sale. **Chocolate & Candy Machinery Division, Plastic Machinery Exchange, 426 Essex Avenue, Boonton, N. J.**

FOR SALE: 200 Chocolate Molds, used, many designs mostly Easter, sizes up to 17". 16 Rubber Molds, used once. Rosemint". **Haendler Candy Co., 122 N. Paca St., Baltimore 1, Md.**

FOR SALE: 1-24" National Enrober; 1-24" Universal Enrober; 3 Savage Cream Beaters, 14 cu. ft. capacity each; 36 Assorted Starch Boards. All equipment in workable condition. Will sacrifice for quick sale. Box 633, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Friend Bostonian Model Hand Roll Machine in good condition with 240 new wooden trays. **Norris Candy Co., P. O. Box 2208, Atlanta, Ga.**

FOR SALE: #4½ Champion Continuous Feed Cookie Machine to take a 19 inch plaque with ¾ H.P. 110 Volt 60 Cycle motor and five standard dies ½", ⅝", ¾", ⅞" and 1". **Norris Candy Co., P. O. Box 2208, Atlanta, Ga.**

PACKAGE MODEL K KISS WRAPPER in excellent condition. Hogberger Ball Machine completely reconditioned like new with mint ball and starlight rolls. Box 638, **The MANUFACTURING CONFECTIONER.**

LP-3 POP WRAPPER, U. S. Automatic Cartoning Machine, Simplex Steam cooker, National 1000-lb. Syrup Cooler, Palmer Box Machine lock type, D. F. Bar Wrapper, 350-gal. Gum Kettle, Instant Fondant Machine, FA-3 Package Wrapper with 4 changes, 600-lb. N. E. Hard Candy Cooker. Box 635, **The MANUFACTURING CONFECTIONER.**

32" ENROBER WITH BOTTOMER, with 80' long Economy Lustr-Kold Tunnel —complete line. Also in same line, cooling tunnel for peanut-honeycombed candies or bars. Box 636, **The MANUFACTURING CONFECTIONER.**

"DREADNAUGHT" FRIEND MACHINE with 5 dies, fully motorized; Hohberger Continuous Cream Machine with pre-cook kettles; Steel Mogul Gas Fire Vacuum Cooker. Box 637, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Lynch Wrap-O-Matic Bar Wrapper with Electric Eye. In excellent condition. Box 537, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Huhn Starch Dryer and Cooler. Complete with full equipment. Installed to operate with Mogul. Box 538, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Package Machinery Co. DF Bar Wrapper, with electric eye. In excellent condition. Box 539, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Complete Bubble Gum Unit consisting of Extruder, Rolling Machine, practically brand new Package Machinery Kiss Machines, Chewing Gum Mixer. Highly efficient unit which is in excellent condition. Available at a reasonable price. Box 6311, **The MANUFACTURING CONFECTIONER.**

MACHINERY WANTED

WANTED: Chocolate Storage Tanks— 10,000 to 20,000 lb. capacity. Must have agitator, jacketed or unjacketed. Box 531, **The MANUFACTURING CONFECTIONER.**

WANTED: Package Machinery DF1 Bar Wrapper. State age, condition, and best cash price. Box 610, **The MANUFACTURING CONFECTIONER.**

Package machinery Model DF bar wrapper preferably for size 4¾" x 2½" x ¼". State serial number and condition of the machine. Box 6312, **The MANUFACTURING CONFECTIONER.**

POSITIONS WANTED

PAN MAN AVAILABLE: 35 years experience in general pan line. Hot and cold grossing finish and polish, including chocolate pan work. 15 years in charge pan department as foreman. Best of references. Desires a change. Box 438, **The MANUFACTURING CONFECTIONER.**

POSITION WANTED—Experienced Pan Man available for position as foreman. 36 years experience. 28 as foreman. Complete line in Pan work, excluding none. Prefer East or West coast. Box 302, **The Manufacturing Confectioner.**

CHOCOLATE AND ENROBER FOREMAN seeking job with reliable firm. Best references. Box 306, **The MANUFACTURING CONFECTIONER.**

FIRST CLASS ENROBER MAN desires position with reliable firm. Best references. Box 631, **The MANUFACTURING CONFECTIONER.**

CANDY PRODUCTION MANAGER—Seasoned administrator, practical candy man, packaging specialist, mechanical background, 12 years experience, accept full responsibility for your plant. Box 632, **The MANUFACTURING CONFECTIONER.**

CANDY FACTORY ENGINEER: Experienced in installation and operation of all types of Production and Packaging Machinery used in Candy & Chocolate Factories. Thoroughly familiar with the manufacturing technique of Pan Goods; Creams, Gums and Jellies; Chocolate, Coating and Specialties. Immediately available. Box 6313, **The MANUFACTURING CONFECTIONER.**

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EXPERIENCED CANDYMAKER to assume head position in up to date high class retail candy store. Must be able to make hand-rolled chocolates, caramels, jellies, etc. Top salary, steady all year around employment. For further information, write or call: **The Moderne Confectionery, 110 West Washington Avenue, South Bend, Indiana. Phone 3-0371.**

ALL AROUND CANDY MAKER for wholesale candy manufacturing, making full line of tropical candies. Must be experienced in chocolates and enrober work. A-1 references required. Located Miami, Fla. Steady employment. Salary open, excellent working conditions. Box 532, **The MANUFACTURING CONFECTIONER.**

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CANDY MANUFACTURER'S REPRESENTATIVES, to handle 5c Vending Items in Southern, Midwestern, and New England Territories. **S. Zitner, 1140 N. American St., Philadelphia 23, Pa.**

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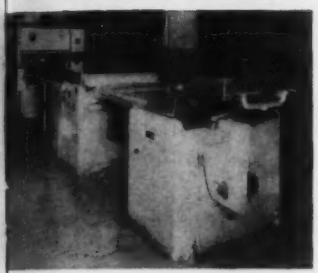
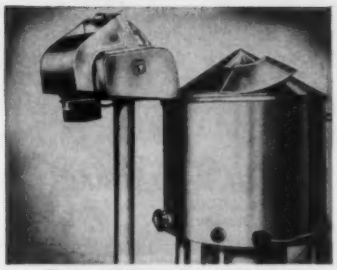


…ctically brand new National Equipment …eamlined 24" and 34" Enrobers with …o. Feeders, Bottomers, Temperature Con…, individual refrigerated Cooling Tun…nels, Packing Tables.



4—Greer 1000 lb. Chocolate Melters.
Greer 10 lb. Chocolate Block Breaker.
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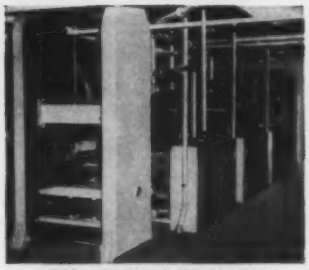

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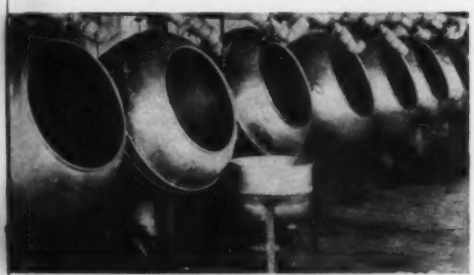
National Equipment M-100 Mogul with 3 D-100 Depositors and 3 Quadruple 60-Row Hydro-Seal Pump Bars.



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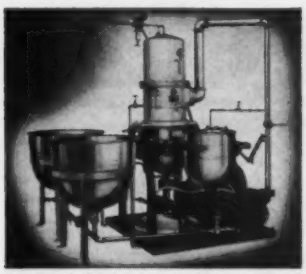

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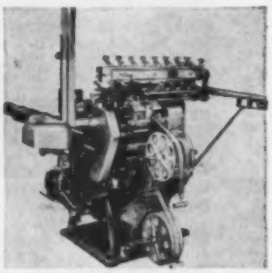

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Advertising space in The MANUFACTURING CONFECTIONER is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers. Advertising of finished confectionery products is not accepted.

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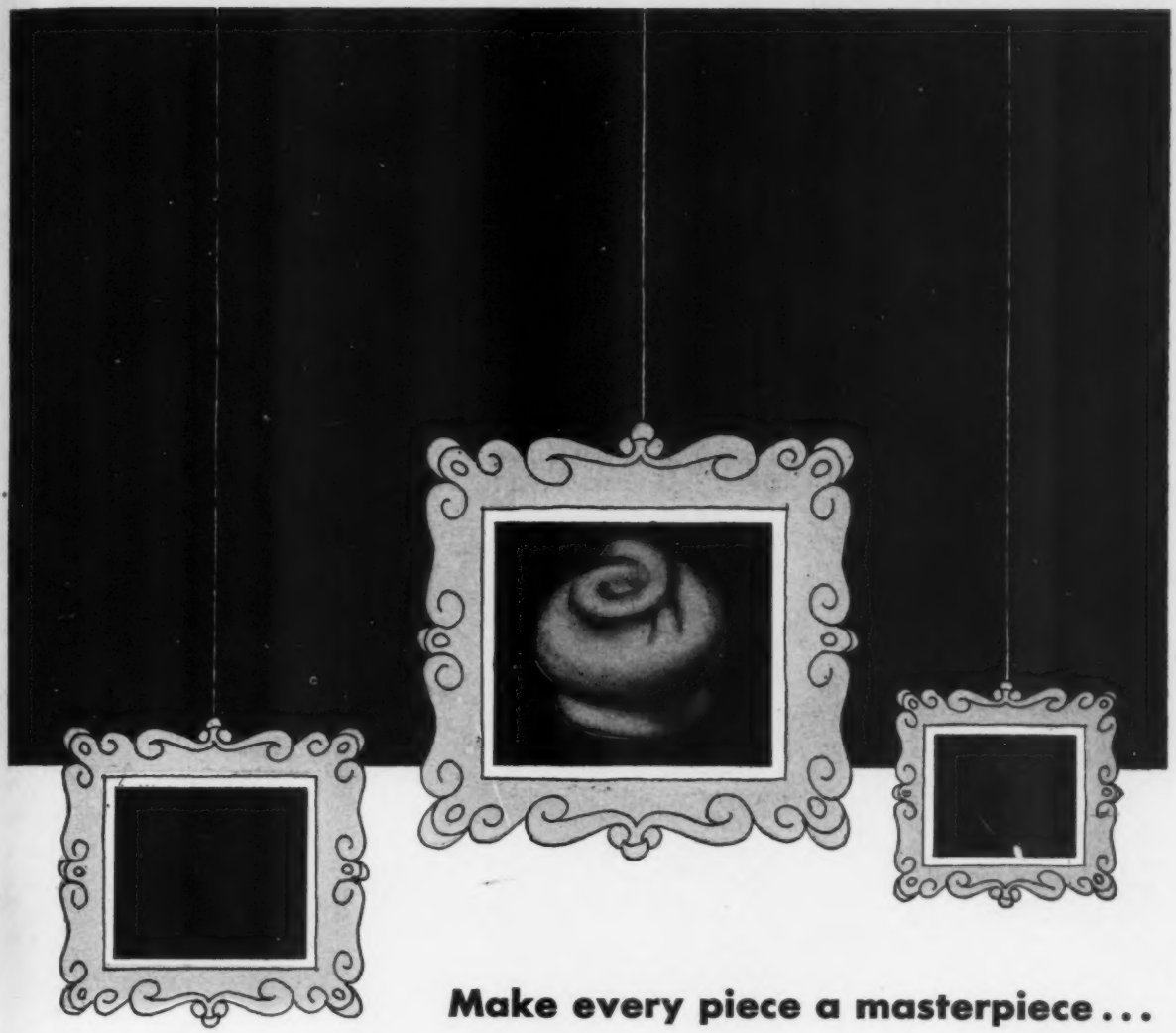

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